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MAINE DEPARTMENT OF
LABOR
BUREAU OF EMPLOYMENT SECURITY
Division of Economic Analysis and Research

Publication Series No. OES-33

MAINE OCCUPATIONAL STAFFING PATTERNS

For

SELECTED NONMANUFACTURING INDUSTRIES

Construction; Finance, Insurance, and Real Estate; and Services, Except Education and Hospitals

Data for Second Quarter 1987

Labor Market Information Services

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MAINE OCCUPATIONAL STAFFING PATTERNS FOR SELECTED NONMANUFACTURING INDUSTRIES

Second Quarter 1987

This labor market information is developed through a cooperative program with the U.S. Bureau of Labor Statistics

DIVISION OF ECONOMIC ANALYSIS AND RESEARCH
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A Publication Series Developed by the Occupational Outlook and Job Information Section
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AUGUSTA, MAINE

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PREFACE

We wish to express our thanks to all the employers who supplied the necessary occupational employment data on which the estimates presented herein are based. This publication would not have been possible without their cooperation.

We also wish to express our thanks to the U.S. Department of Labor, both in Washington, D.C. and the regional level in Boston, Massachusetts, for their assistance in this federal-state cooperative effort.

For further information regarding this report please write to us or call 207-289-2271.

Raynold A. Fongemie, Division Director
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September 1988
Augusta, Maine 04330

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INTRODUCTION

This publication is one of a continuing number of reports covering occupational employment for selected industries in Maine. The information in these reports relates to part of a comprehensive "labor market and occupational supply and demand information system" which is mandated by the Job Training Partnership Act of 1982. This federal legislation, coupled with the rapidly expanding public awareness of the need for more vocational training, has resulted in an unparalleled demand for current employment data and projections of future employment requirements by occupation.

The Occupational Employment Statistics (OES) Program is mandated as the system which supplies the occupational data leading to an "Occupational Supply and Demand Information System." This program is a federal-state endeavor involving nearly all state employment security agencies throughout the nation, in conjunction with the U.S. Bureau of Labor Statistics. The OES program consists of two components - survey operations and industry-occupation matrices. The data from this program is then used in our occupational employment projections program.

The first part of the OES program consists primarily of collecting occupational employment data by industry through a survey questionnaire mailed to a sample of establishments throughout the State. The sample data received is expanded, using a system of weights and benchmark factors, to produce statewide staffing patterns for the industry. These staffing patterns can then be applied to current or projected estimates of industrial employment to produce estimates of employment by occupation for the State or substate areas.

This publication, a direct result of the survey phase of the OES program, contains the staffing patterns for selected nonmanufacturing industries. These include construction; finance, insurance, and real estate; and service industries other than hospitals and schools. The actual employment data was collected for the week of the 12th of April, May, or June 1987 depending on the industrial classification.

Other booklets have already been published covering nearly all wage and salary workers in Maine. Approximately one-third of the State's industries will be surveyed each year, so that the entire economy will be covered every three years. Using this cycle, employers are asked to provide occupational data only once every three years. This ensures that no part of the data is over three years old, and that significant changes in the staffing patterns of industries can be identified early, as the trend develops.

The information obtained from these surveys is used in the second phase of the OES program to construct industry-occupation matrices covering all sectors of our economy. These matrices, in turn, provide the data base used to project occupational requirements and are one of the basic ingredients of the "Comprehensive Manpower Information System."

SELECTED NONMANUFACTURING INDUSTRIES
UNIVERSE, SAMPLE, RESPONSE RATE - BY SIC 1/

Standard Industrial Classification (SIC)	Sampling Universe 2/		Sample				Usable Response		Response Rate 4/		Out of Business		Out of Scope 5/	
			Units		Employment									
	Units 3/	Employment	Number	Percent of Universe	Number	Percent of Universe	Units	Employment	Units	Employment	Units	Employment	Units	Employment
10-14	12	101	11	91.67	82	81.19	7	61	63.64	74.39			1	6
15	650	9,900	161	24.77	3,871	39.10	119	2,827	73.91	73.03	10	726		
16	128	4,430	45	35.16	3,261	73.61	35	2,788	77.78	85.50	1	8		
17	932	13,155	304	32.62	6,102	46.39	233	5,053	76.64	82.81	16	434	2	50
60	283	8,283	42	14.84	4,437	53.57	40	3,502	95.24	78.93				
61	126	1,633	56	44.44	957	58.60	52	905	92.86	94.57	2	12		
62 & 67	40	763	36	90.00	610	79.95	29	484	80.56	79.34	1	8		
63	84	5,947	40	47.62	5,287	88.90	34	5,217	85.00	98.68	1	4		
64	205	2,670	58	28.29	1,103	41.31	49	986	84.48	89.39	1	4		
65 & 66	224	2,994	172	76.79	1,854	61.92	142	1,525	82.56	82.25			3	74
70	405	7,864	60	14.81	2,578	32.78	49	2,298	81.67	89.14	3	29		
72	311	4,120	170	54.66	2,466	59.85	127	1,941	74.71	78.71	5	93	1	4
73	514	11,215	176	34.24	6,980	62.24	136	5,915	77.27	84.74	8	306	1	12
75	232	2,693	142	61.21	1,555	57.74	119	1,247	83.80	80.19	3	31		
76	75	1,092	73	97.33	788	72.16	59	631	80.82	80.08	1	9	3	62
78	38	489	38	100.00	455	93.05	25	313	65.79	68.79	4	53		
79	172	2,963	84	48.84	2,067	69.76	61	1,658	72.62	80.21	6	108	1	14
80 except 806	907	19,514	178	19.63	5,144	26.36	154	4,453	86.52	86.57	3	33	3	79
81	210	3,058	57	27.14	1,244	40.68	54	1,162	94.74	93.41				
83	322	7,860	92	28.57	4,578	58.24	81	4,189	88.04	91.50	1	13		
84	10	137	10	100.00	131	95.62	9	125	90.00	95.42	1	6		
86 except 866	193	2,825	101	52.33	1,815	64.25	85	1,653	84.16	91.09	1	11		
89	238	4,533	83	34.87	2,492	54.97	71	2,173	85.54	87.20	1	8		
Total	6,311	118,239	2,189	34.69	59,857	50.62	1,770	51,106	80.86	85.38	69	1,896	15	301

1/ All the data in this table are based on the sampling benchmark data (2nd quarter 1986) rather than the estimating benchmark data (2nd quarter 1987). The industries are defined by the 1972 Standard Industrial Classification (SIC) Manual.

2/ Data obtained from the second quarter 1986 report of Employment, Wages, and Contributions covered by the Maine Employment Security Law.

3/ This number of units reflects only those units employing four or more employees. Since the OES program does not survey any employer who employs less than four people, these employers are not reflected in the "units" count in this table. However, their employees are included in the "employment" count as shown in this table. Therefore, the situation arises, as with SIC 78, that 100 percent of the units were included in the sample, but only 93 percent of the employment. The remaining 7 percent of the employment was in units employing less than four workers, and thus not surveyed. Their employment, however, is reflected in the final occupational estimates.

4/ The response rate is the usable response expressed as a percent of the sample.

5/ These units have changed their industry classification since sample selection and are no longer in the scope of this year's survey.

BUILDING CONSTRUCTION - GENERAL CONTRACTORS AND OPERATIVE BUILDERS

SIC 15

This major group includes general contractors and operative builders primarily engaged in the construction of residential, farm, industrial, commercial, or other buildings. General building contractors who combine a special trade with the contracting are included in this major group.

The annual average wage and salary employment in the building construction industry declined by 33 percent between 1976 and 1983, but increased drastically between 1983 and 1987 ending the period with 11,800 workers. This represents an employment increase of 117 percent or nearly 30 percent annually.

In 1987, total wages paid to employees in building construction totaled $234.6 million. This equates to an average annual wage of $19,928 per worker.

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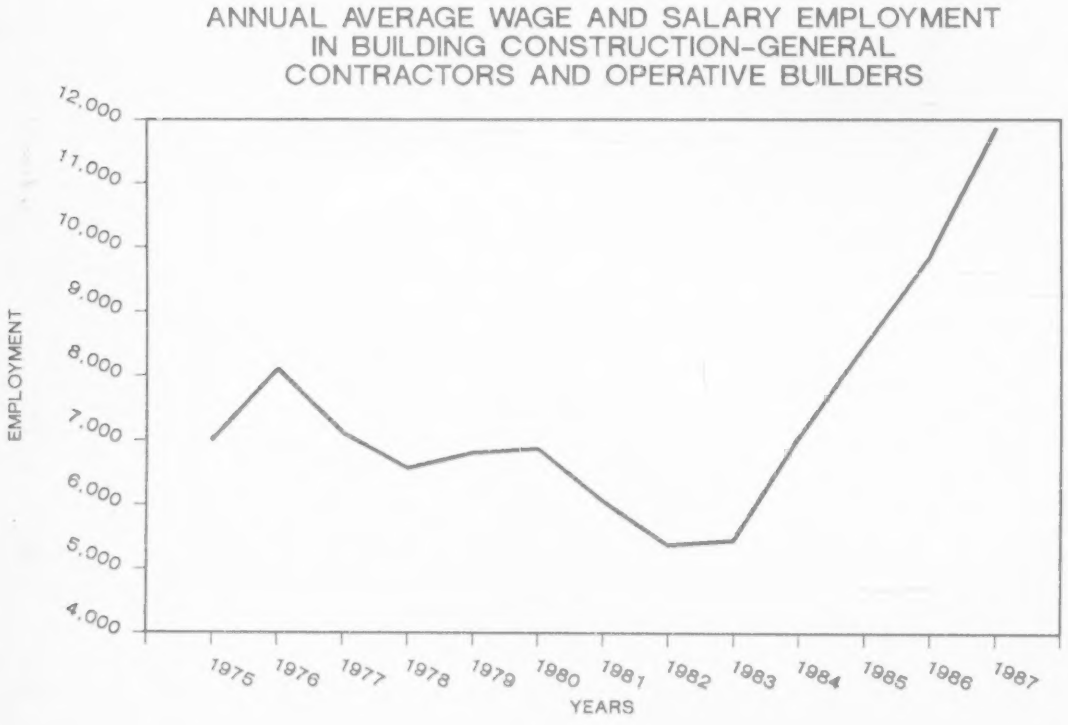
FIGURE 1



General Building Contractors
SIC 15
May 1987

Eleven Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Carpenters	4,400	37.13
Helpers, Carpenters and Related	1,460	12.32
Construction Managers	510	4.30
First Line Supervisors and Manager/Supervisors, Construction Trades and Extractive Workers	500	4.22
General Managers and Top Executives	500	4.22
Plumbers, Pipefitters, and Steamfitters	410	3.46
Bookkeeping, Accounting, and Auditing Clerks	300	2.53
Secretaries	270	2.28
Maintenance Repairers, General Utility	240	2.03
Electricians	230	1.94
General Office Clerks	230	1.94
Total	9,050	76.37

Nine Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
Carpenters	4,400	91
Helpers, Carpenters and Related	1,460	61
General Managers and Top Executives	500	50
Construction Managers	510	41
Bookkeeping, Accounting, and Auditing Clerks	300	37
Secretaries	270	37
First Line Supervisors and Manager/Supervisors, Construction Trades and Extractive Workers	500	29
General Office Clerks	230	26
Financial Managers	160	25

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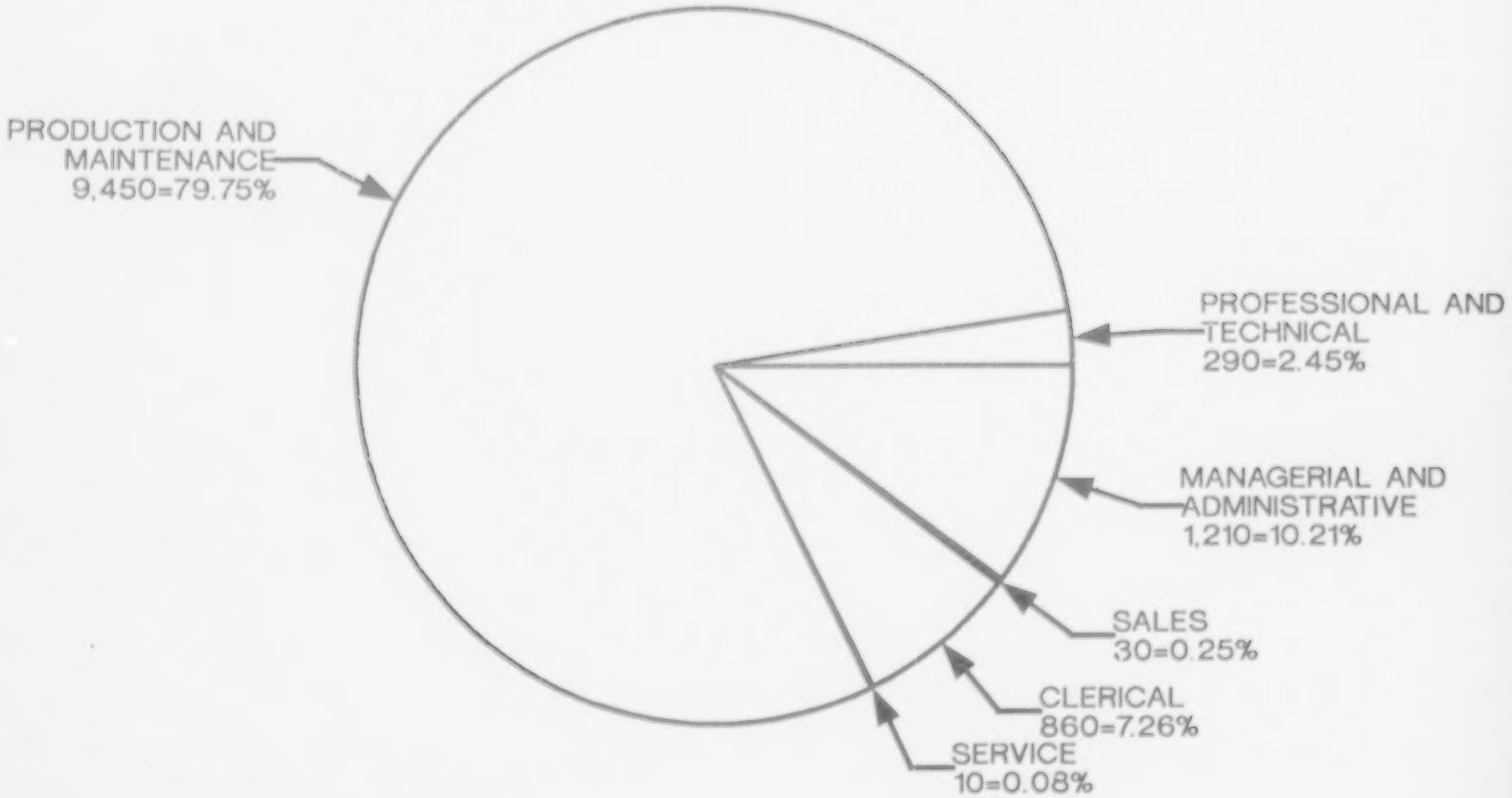
FIGURE 2

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 15



GENERAL BUILDING CONTRACTORS
SIC 15
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	11,850	100.00	na	na
Managerial and Administrative Occupations	1,210	10.21	na	na
Financial Managers	160	1.35	22	25
Construction Managers	510	4.30	14	41
General Managers and Top Executives	500	4.22	14	50
All Other Managers and Administrators	40	0.34	na	na
Professional, Paraprofessional, and Technical Occupations	290	2.45	na	na
Cost Estimators	130	1.10	23	18
All Other Management Support Workers	40	0.34	na	na
Engineers	10	0.08	na	na
Drafters	60	0.51	42	5
All Other Engineering and Related Technicians and Technologists	10	0.08	na	na
All Other Professional, Paraprofessional, and Technical Workers	40	0.34	na	na
Sales and Related Occupations	30	0.25	na	na
Clerical and Administrative Support Occupations	860	7.26	na	na
Secretaries	270	2.28	19	37
Bookkeeping, Accounting, and Auditing Clerks	300	2.53	16	37
General Office Clerks	230	1.94	23	26
All Other Clerical and Administrative Support Workers	60	0.51	na	na
Service Occupations	10	0.08	na	na
Production, Construction, Operating, Maintenance, and Material Handling Occupations	9,430	79.75	na	na
First Line Supervisors and Manager/Supervisors, Construction Trades and Extractive Workers	500	4.22	16	29
All Other First Line Supervisors and Manager/Supervisors, Production, Construction, Maintenance, and Related Workers	30	0.25	na	na
Millwrights	210	1.77	30	3
Maintenance Repairers, General Utility	240	2.03	39	10
Carpenters	4,400	37.13	6	91
Electricians	230	1.94	16	3
Concrete and Terrazzo Finishers	170	1.43	43	8
Painters and Paperhangers, Construction and Maintenance	220	1.77	24	15
Plumbers, Pipefitters, and Steamfitters	410	3.46	9	3
Structural Metal Workers	220	1.86	33	6
All Other Construction Trades Workers	150	1.27	na	na
Precision Metal Workers	180	1.52	na	na
Precision Woodworkers	10	0.08	na	na
Welders and Cutters	30	0.25	37	3
All Other Hand Workers	20	0.17	na	na
Truck Drivers, Heavy or Tractor Trailer	180	1.52	39	13
Truck Drivers, Light, including Delivery and Route Workers	30	0.25	43	8
Operating Engineers	210	1.77	27	12
Helpers, Brick and Stone Masons, and Hard Tile Setters	80	0.68	45	4
Helpers, Carpenters and Related	1,460	12.32	11	61
Helpers, Plumbers, Pipefitters, and Steamfitters	40	0.34	26	3
All Other Helpers, Laborers, and Material Movers, Hand	440	3.71	na	na

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CONSTRUCTION OTHER THAN BUILDING CONSTRUCTION - GENERAL CONTRACTORS

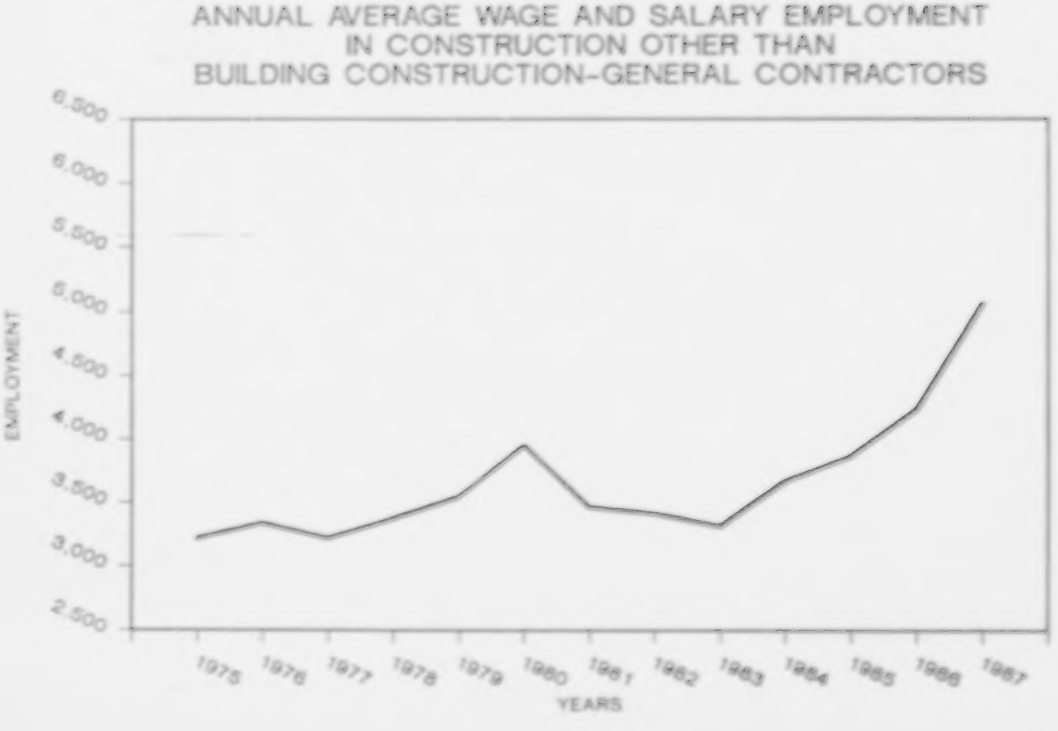
SIC 16

This major group includes general contractors engaged in heavy construction (including new work, additions, improvements, maintenance, and repair) such as highways and streets, bridges, sewers, railroads, irrigation projects, flood control projects and marine construction, and miscellaneous types of construction work other than buildings. General heavy construction contractors who combine a special trade with the contracting are included in this major group.

The annual average wage and salary employment in this industry increased by 28 percent between 1975 and 1980 but then lost employment by 16 percent between 1980 and 1983. However, in the last 4 years between 1983 and 1987 this industry has shown strong employment growth, ending with a high of nearly 5,100 employees.

In 1987, total wages paid to employees in the construction other than building construction industry totaled $129.9 million. This equates to an average annual wage of $24,363 per worker.

FIGURE 3



Construction Other Than Building Construction - General Contractors
SIC 16
May 1987

Ten Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Truck Drivers, Heavy or Tractor Trailer.....	660	11.60
Carpenters.....	430	7.56
Excavating and Loading Machine Operators.....	350	6.15
First Line Supervisors and Manager/Supervisors, Construction Trades and Extractive Workers.....	350	6.15
Construction Managers.....	240	4.22
Grader, Dozer, and Scrapper Operators.....	220	3.87
Helpers, Carpenters and Related.....	180	3.16
Mobile Heavy Equipment Mechanics, except Engines.	150	2.64
General Managers and Top Executives.....	140	2.46
Bookkeeping, Accounting, and Auditing Clerks.....	90	1.58
Total.....	2,810	49.38

Eleven Occupations Most Frequently Reported by Employers

Occupation	Employ-ment	Percent of Units Reporting the Occupation
General Managers and Top Executives.....	140	69
First Line Supervisors and Manager/Supervisors, Construction Trades and Extractive Workers.....	350	66
Truck Drivers, Heavy or Tractor Trailer.....	660	63
Construction Managers.....	240	57
Excavating and Loading Machine Operators.....	350	57
Bookkeeping, Accounting, and Auditing Clerks.....	90	51
Grader, Dozer, and Scraper Operators.....	220	59
Financial Managers.....	50	40
General Office Clerks.....	80	40
Mobile Heavy Equipment Mechanics, except Engines.	150	40
Secretaries.....	70	40

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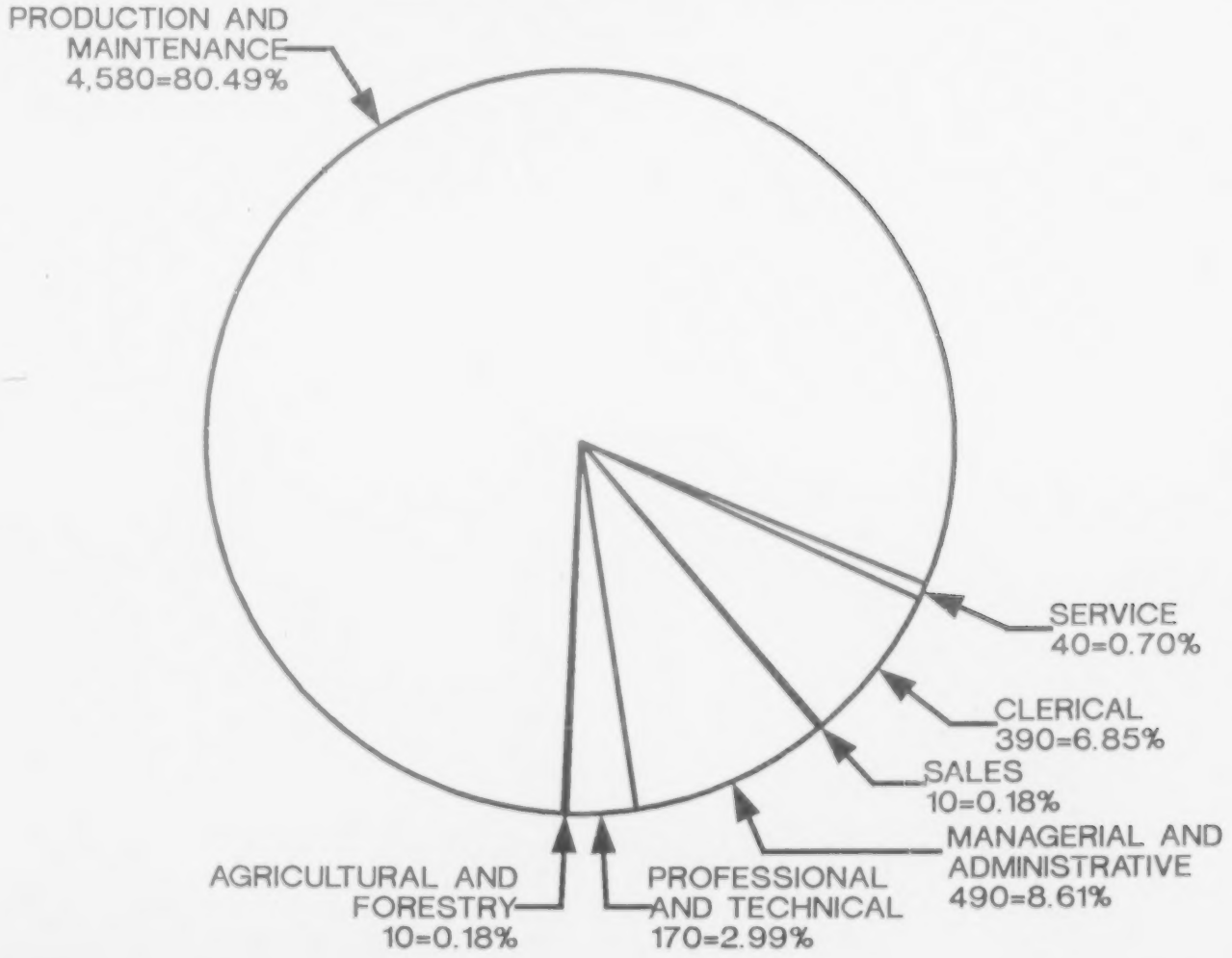
FIGURE 4

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 16



CONSTRUCTION OTHER THAN BUILDING CONSTRUCTION - GENERAL CONTRACTORS
SIC 16
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	5,690	100.0	na	na
Managerial and Administrative Occupations	490	8.61	na	na
Financial Managers	50	0.88	25	40
Engineering, Mathematical, and Natural Sciences Managers	10	0.18	32	14
Construction Managers	240	4.22	14	57
General Managers and Top Executives	140	2.46	21	69
All Other Managers and Administrators	50	0.88	na	na
Professional, Paraprofessional, and Technical Occupations	170	2.99	na	na
Accountants and Auditors	10	0.18	32	11
Cost Estimators	60	1.05	27	37
All Other Management Support Workers	10	0.18	na	na
Engineers	60	1.05	na	na
Engineering and Related Technicians and Technologists	20	0.35	na	na
All Other Professional, Paraprofessional, and Technical Workers	10	0.18	na	na
Sales and Related Occupations	10	0.18	na	na
Clerical and Administrative Support Occupations	390	6.85	na	na
Secretaries	70	1.23	32	40
bookkeeping, Accounting, and Auditing Clerks	90	1.58	17	51
Payroll and Timekeeping Clerks	40	0.70	14	29
General Office Clerks	80	1.41	26	40
Office Machine Operators	30	0.53	na	na
Dispatchers, except Police, Fire, and Ambulance	10	0.18	14	17
All Other Material Recording, Scheduling, and Distributing Workers	10	0.18	na	na
All Other Clerical and Administrative Support Workers	60	1.05	na	na
Service Occupations	40	0.70	na	na
Agricultural, Forestry, Fishing, and Related Occupations	10	0.18	na	na
Production, Construction, Operating, Maintenance, and Material Handling Occupations	4,580	80.49	na	na
First Line Supervisors and Manager/Supervisors, Mechanics, Installers, and Repairers	20	0.35	23	14
First Line Supervisors and Manager/Supervisors, Construction Trades and Extractive Workers	350	6.15	17	66
First Line Supervisors and Manager/Supervisors, Transportation and Material Moving Machine and Vehicle Occupations	50	0.88	19	14
First Line Supervisors and Manager/Supervisors, Helpers, Laborers, and Material Movers, Hand	40	0.70	24	14
All Other First Line Supervisors and Manager/Supervisors, Production, Construction, Maintenance, and Related Workers	10	0.18	na	na
Bus and Truck Mechanics, and Diesel Engine Specialists	80	1.41	27	11
Mobile Heavy Equipment Mechanics, except Engines	150	2.64	15	40
Electrical and Electronic Equipment Mechanics, Installers, and Repairers	280	4.92	na	na
All Other Mechanics, Installers, and Repairers	110	1.93	na	na
Carpenters	430	7.56	31	34
All Other Construction Trades Workers	480	8.44	na	na
Extractive Workers, except Helpers	50	0.88	na	na
Machine Operators and Tenders	10	0.18	na	na
Hand Workers	110	1.93	na	na
Plant and System Occupations	10	0.18	na	na
Truck Drivers, Heavy or Tractor Trailer	660	11.60	9	63
All Other Transportation and Related Workers	20	0.35	na	na
Excavating and Loading Machine Operators	350	6.15	19	57
Grader, Dozer, and Scraper Operators	220	3.87	20	49
Crane and Tower Operators	50	0.88	33	11
All Other Material Moving Equipment Operators	80	1.41	na	na
Helpers, Mechanics and Repairers	40	0.70	34	20
Helpers, Carpenters and Related	180	3.16	33	26
All Other Helpers, Laborers, and Material Movers, Hand	800	14.06	na	na

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CONSTRUCTION - SPECIAL TRADE CONTRACTORS

SIC 17

This major group includes contractors who undertake specialized activities such as plumbing, painting, plastering, carpentering, etc. Special trade contractors may work on subcontract from the general contractor, performing only part of the work covered by the general contract, or they may work directly for the owner.

The annual average wage and salary employment in special trade contractors declined by 26 percent between 1976 and 1982, losing 2,800 workers. However, this trend turned around quickly, and between 1982 and 1987 employment increased by 77 percent, or 19 percent annually, ending at a high of over 14,000 workers.

In 1987, total wages paid to employees in special trade contractors totaled $270.2 million. This equates to an average annual wage of $18,710 per worker.

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FIGURE 5

Construction - Special Trade Contractors
SIC 17
May 1987

Ten Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Plumbers, Pipefitters, and Steamfitters	1,050	7.27
Painters and Paperhangers, Construction and Maintenance	1,040	7.20
Electricians	920	6.37
Truck Drivers, Heavy or Tractor Trailer	610	4.22
General Managers and Top Executives	560	3.88
Bookkeeping, Accounting, and Auditing Clerks	490	3.39
Carpenters	490	3.39
General Office Clerks	470	3.25
Brick Masons	370	2.56
Helpers, Electricians and Powerline Transmission Installers	360	2.49
Total	6,360	44.04

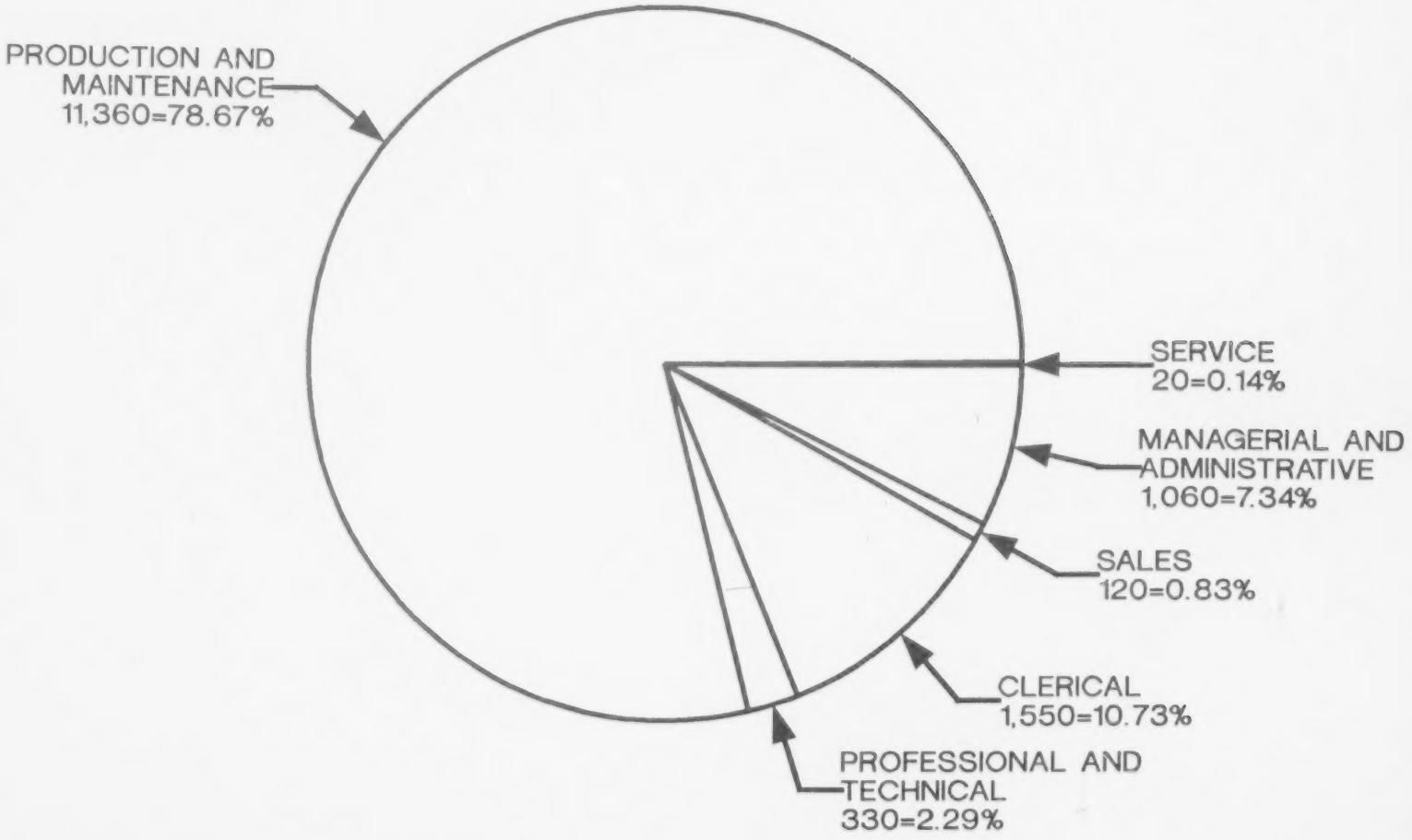
Ten Occupations Most Frequently Reported by Employers

Occupation	Employ-ment	Percent of Units Reporting the Occupation
General Managers and Top Executives	560	45
Bookkeeping, Accounting, and Auditing Clerks	490	42
General Office Clerks	470	31
Secretaries	340	31
Construction Managers	330	25
Cost Estimators	220	24
Financial Managers	150	21
First Line Supervisors and Manager/Supervisors, Construction Trades and Extractive Workers	290	21
Truck Drivers, Heavy or Tractor Trailer	610	18
Mobile Heavy Equipment Mechanics, except Engines	80	17

183d

FIGURE 6

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 17



CONSTRUCTION - SPECIAL TRADE CONTRACTORS
SIC 17
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	14,440	100.00	na	na
Managerial and Administrative Occupations	1,060	7.34	na	na
Financial Managers	150	1.04	18	21
Construction Managers	330	2.29	13	25
General Managers and Top Executives	560	3.88	10	45
All Other Managers and Administrators	20	0.14	na	na
Professional, Paraprofessional, and Technical Occupations	330	2.29	na	na
Purchasing Agents, except Wholesale, Retail, and Farm Products	20	0.14	31	5
Cost Estimators	220	1.52	18	24
All Other Management Support Workers	40	0.28	na	na
Drafters	50	0.35	33	5
Sales and Related Occupations	120	0.83	na	na
Sales Representatives, except Scientific and Related Products and Services, and Retail	120	0.83	27	8
Clerical and Administrative Support Occupations	1,550	10.73	na	na
Secretaries	340	2.35	13	31
Bookkeeping, Accounting, and Auditing Clerks	490	3.39	11	42
Payroll and Timekeeping Clerks	70	0.48	26	10
General Office Clerks	470	3.25	12	31
Stock Clerks, Stockroom, Warehouse, or Storage Yard	140	0.97	21	12
All Other Clerical and Administrative Support Workers	40	0.28	na	na
Service Occupations	20	0.14	na	na
Production, Construction, Operating, Maintenance, and Material Handling Occupations	11,360	78.67	na	na
First Line Supervisors and Manager/Supervisors, Construction Trades and Extractive Workers	290	2.01	14	21
All Other First Line Supervisors and Manager/Supervisors, Production, Construction, Maintenance, and Related Workers	10	0.07	na	na
Millwrights	100	0.69	35	2
Maintenance Repairers, General Utility	150	1.04	26	10
Mobile Heavy Equipment Mechanics, except Engines	80	0.55	29	17
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	240	1.66	34	6
Electrical and Electronic Equipment Mechanics, Installers, and Repairers	30	0.21	na	na
All Other Mechanics, Installers, and Repairers	40	0.28	na	na
Carpenters	490	3.39	16	10
Drywall Installers	330	2.29	26	5
Tapers	150	1.04	35	5
Electricians	920	6.37	6	14
Brick Masons	370	2.56	23	6
Concrete and Terrazzo Finishers	290	2.01	31	6
Painters and Paperhangers, Construction and Maintenance	1,040	7.20	8	10
Plumbers, Pipefitters, and Steamfitters	1,050	7.27	10	15
Pipelayers	40	0.28	48	3
Insulation Workers	300	2.08	17	3
Sheet Metal Duct Installer	60	0.42	48	2
Roofers	310	2.15	23	5
All Other Construction Trades Workers	710	4.92	na	na
Earth Drillers	70	0.48	13	4
Sheet Metal Workers	270	1.87	41	5
All Other Precision Metal Workers	60	0.42	na	na
All Other Precision Workers	30	0.21	na	na
All Other Machine Operators and Tenders	50	0.35	na	na
Welders and Cutters	130	0.90	34	4
All Other Hand Workers	100	0.69	na	na

SIC 17 (continued)

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
Truck Drivers, Heavy or Tractor Trailer	610	4.22	18	18
Truck Drivers, Light, Including Delivery and Route Workers	180	1.25	27	9
Excavating and Loading Machine Operators	290	2.01	19	12
Grader, Dozer, and Scraper Operators	230	1.59	22	10
Operating Engineers	20	0.14	38	1
All Other Transportation and Material Moving Equipment Operators	20	0.14	na	na
Helpers, Mechanics and Repairers	70	0.48	44	4
Helpers, Brick and Stone Masons, and Hard Tile Setters	350	2.42	21	5
Helpers, Carpenters and Related	280	1.94	22	6
Helpers, Electricians and Powerline Transmission Installers	360	2.49	13	9
Helpers, Painters, Paperhangers, Plasterers, and Stucco Masons	110	0.76	36	3
Helpers, Plumbers, Pipefitters, and Steamfitters	270	1.87	20	8
Helpers, Roofers	120	0.83	27	3
Helpers, All Other Construction Trades	140	0.97	na	na
Helpers, Extractive Workers	110	0.76	41	4
Freight, Stock, and Material Movers, Hand	20	0.14	50	2
All Other Helpers, Laborers, and Material Movers, Hand	470	3.25	na	na

259b

BANKING

SIC 60

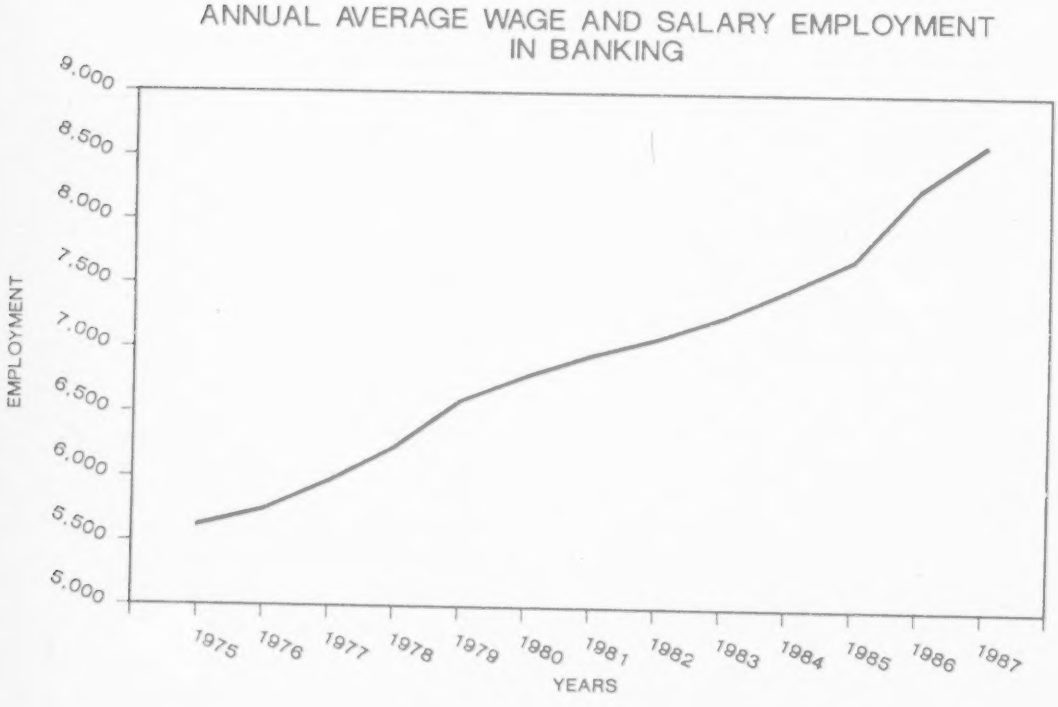
This major group includes institutions which are engaged in deposit banking or closely related functions, including fiduciary activities.

The annual average wage and salary employment in this industry has shown constant increases for many years, with the sharpest of the past 12 years occurring between 1985 and 1986. During this time, employment expanded by 550 employees, or 7 percent. Overall between 1975 and 1987, employment increased by 3,000 workers, or 53 percent. This denotes an average annual rate of 4.5 percent.

In 1987, total wages paid to employees in the banking industry totaled $144.9 million. This equates to an average annual wage of $16,858 per worker.

165d

FIGURE 7



Banking
SIC 60
May 1987

Ten Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Tellers	2,580	29.97
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	770	8.94
Financial Managers	730	8.48
Loan and Credit Clerks	620	7.20
Loan Officers and Counselors	430	4.99
Bookkeeping, Accounting, and Auditing Clerks	350	4.07
New Accounts Clerks	310	3.60
Secretaries	300	3.48
General Managers and Top Executives	270	3.14
General Office Clerks	270	3.14
Total	6,630	77.00

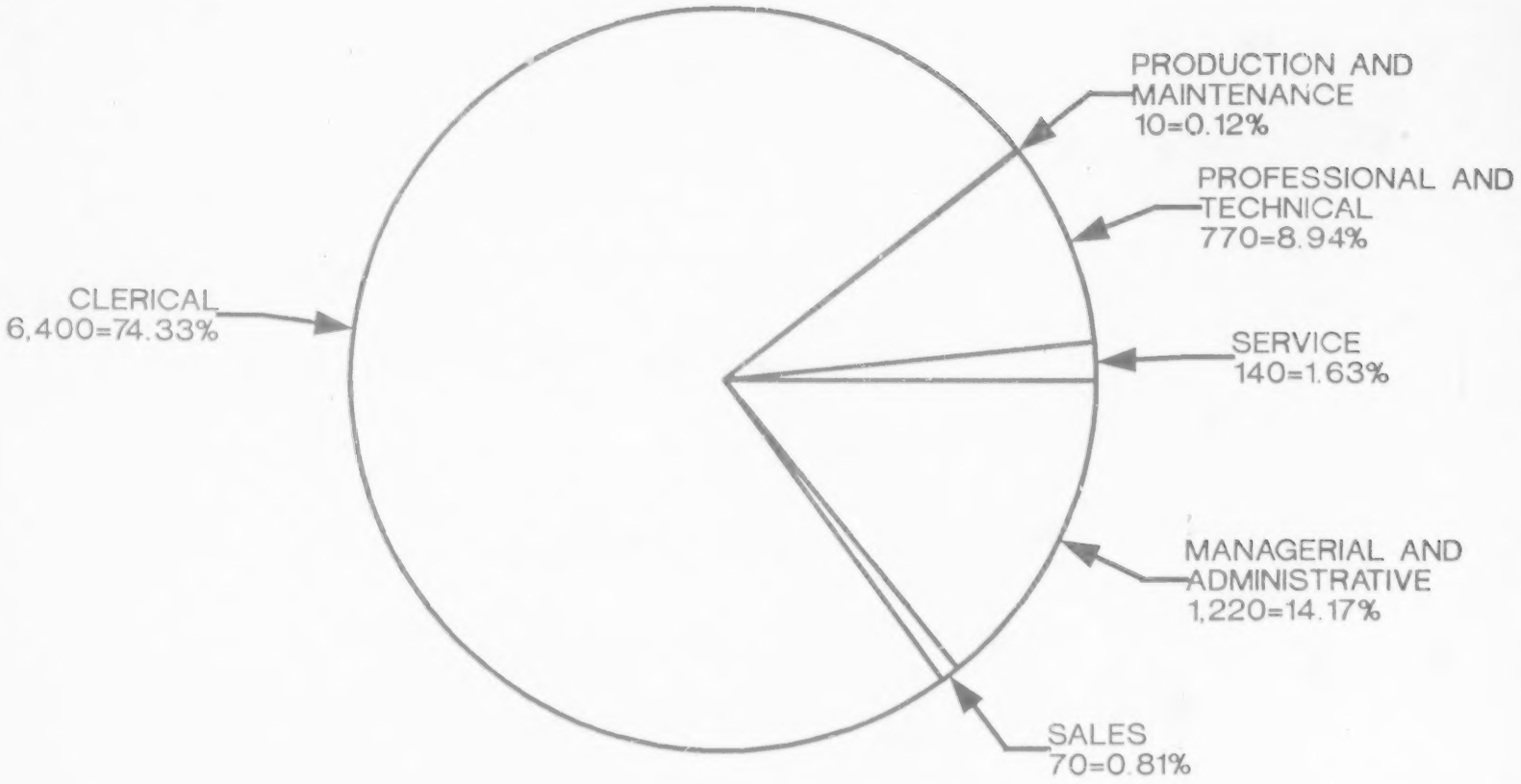
Ten Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
Tellers	2,580	95
Financial Managers	730	93
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	770	90
Loan Officers and Counselors	430	70
New Accounts Clerks	310	70
Loan and Credit Clerks	620	60
Secretaries	300	60
General Managers and Top Executives	270	55
Bookkeeping, Accounting, and Auditing Clerks	350	45
General Office Clerks	270	43

183d

FIGURE 8

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 60



BANKING
SIC 60
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	8,610	100.00	na	na
Managerial and Administrative Occupations	1,220	14.17	na	na
Financial Managers	730	8.48	9	93
Personnel, Training, and Labor Relations Managers	30	0.35	18	30
Purchasing Managers	10	0.12	19	15
Marketing, Advertising, and Public Relations Managers	40	0.46	22	28
Administrative Services Managers	80	0.93	45	10
General Managers and Top Executives	270	3.14	12	55
All Other Managers and Administrators	60	0.70	na	na
Professional, Paraprofessional, and Technical Occupations	770	8.94	na	na
Underwriters	20	0.23	21	15
Credit Analysts	40	0.46	17	23
Loan Officers and Counselors	430	4.99	13	70
Accountants and Auditors	90	1.05	12	40
Budget Analysts	10	0.12	33	8
All Other Financial Specialists	20	0.23	na	na
Personnel, Training, and Labor Relations Specialists	40	0.46	15	25
Management Analysts	10	0.12	39	8
All Other Management Support Workers	40	0.46	na	na
Systems Analysts, Electronic Data Processing	20	0.23	16	13
Computer Programmers	20	0.23	7	8
Operations and Systems Researchers and Analysts, except Computer	10	0.12	40	8
Lawyers	10	0.12	24	10
All Other Professional, Paraprofessional, and Technical Workers	10	0.12	na	na
Sales and Related Occupations	70	0.81	na	na
First Line Supervisors and Manager/Supervisors, Sales and Related Occupations	10	0.12	28	8
All Other Sales and Related Workers	60	0.70	na	na
Clerical and Administrative Support Occupations	6,400	74.33	na	na
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	770	8.94	10	90
Tellers	2,580	29.97	6	95
New Accounts Clerks	310	3.60	9	70
Transit Clerks	30	0.35	41	8
Loan Interviewers	40	0.46	20	18
Credit Checkers	20	0.23	28	15
Loan and Credit Clerks	620	7.20	11	60
Adjustment Clerks	110	1.28	45	10
Statement Clerks	100	1.16	19	23
Bill and Account Collectors	100	1.16	12	33
Secretaries	300	3.48	9	60
Receptionists and Information Clerks	40	0.46	37	25
Typists, Word Processing Equipment	30	0.35	18	20
Personnel Clerks	20	0.23	18	25
File Clerks	50	0.58	36	15
Bookkeeping, Accounting, and Auditing Clerks	350	4.07	17	45
Payroll and Timekeeping Clerks	20	0.23	30	15
General Office Clerks	270	3.14	18	43
Mailing Machine Operators, Preparation and Handling	10	0.12	27	8
Computer Operators, except Peripheral Equipment	60	0.70	20	18
Peripheral EDP Equipment Operators	30	0.35	25	15
Data Entry Keyers, except Composing	150	1.74	38	15

SIC 60 (continued)

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
All Other Office Machine Operators	20	0.23	na	na
Switchboard Operators	30	0.35	12	30
Mail Clerks, except Mail Machine Operators and Postal Service	30	0.35	36	13
Messengers	50	0.58	20	20
Stock Clerks, Stockroom, Warehouse, or Storage Yard	10	0.12	25	15
All Other Clerical and Administrative Support Workers	250	2.90	na	na
Service Occupations	140	1.63	na	na
Guards and Watch Guards	10	0.12	49	8
Janitors and Cleaners, except Maids and Housekeeping Cleaners	120	1.39	24	33
All Other Cleaning and Building Service Workers	10	0.12	na	na
Production, Construction, Operating, Maintenance, and Material Handling Occupations	10	0.12	na	na
Maintenance Repairers, General Utility	10	0.12	2	10

259b

CREDIT AGENCIES OTHER THAN BANKS

SIC 61

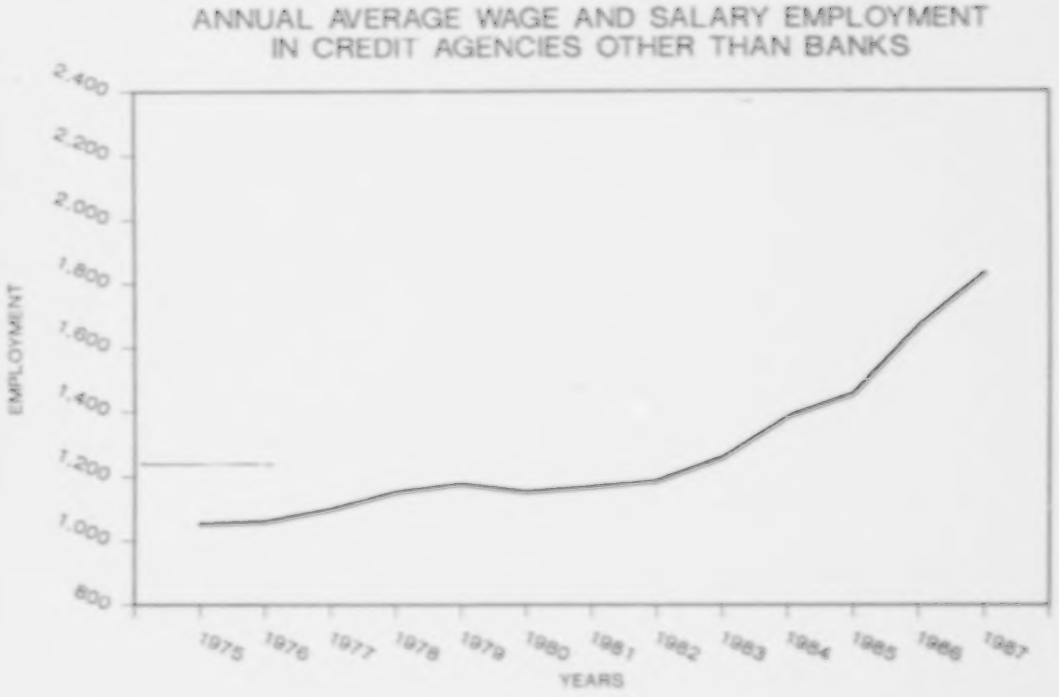
This major group includes establishments engaged in extending credit in the form of loans but not engaged in deposit banking.

Average annual wage and salary employment grew slowly between 1975 and 1982 adding workers by 2 percent annually. Employment gains became more significant between 1982 and 1987, sharpening considerably after 1985 when 375 workers were added, registering a 25 percent gain during that 2-year period.

In 1987, total wages paid to employees in credit agencies totaled $30.8 million. This equates to an average annual wage of $16,665 per worker.

165d

FIGURE 9



Credit Agencies Other Than Banks
SIC 61
May 1987

Nine Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Tellers	590	32.07
Financial Managers	160	8.70
Loan Officers and Counselors	150	8.15
Loan and Credit Clerks	140	7.61
Bookkeeping, Accounting, and Auditing Clerks	100	5.43
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	100	5.43
General Managers and Top Executives	80	4.35
Bill and Account Collectors	70	3.80
General Office Clerks	60	3.26
Total	1,450	78.80

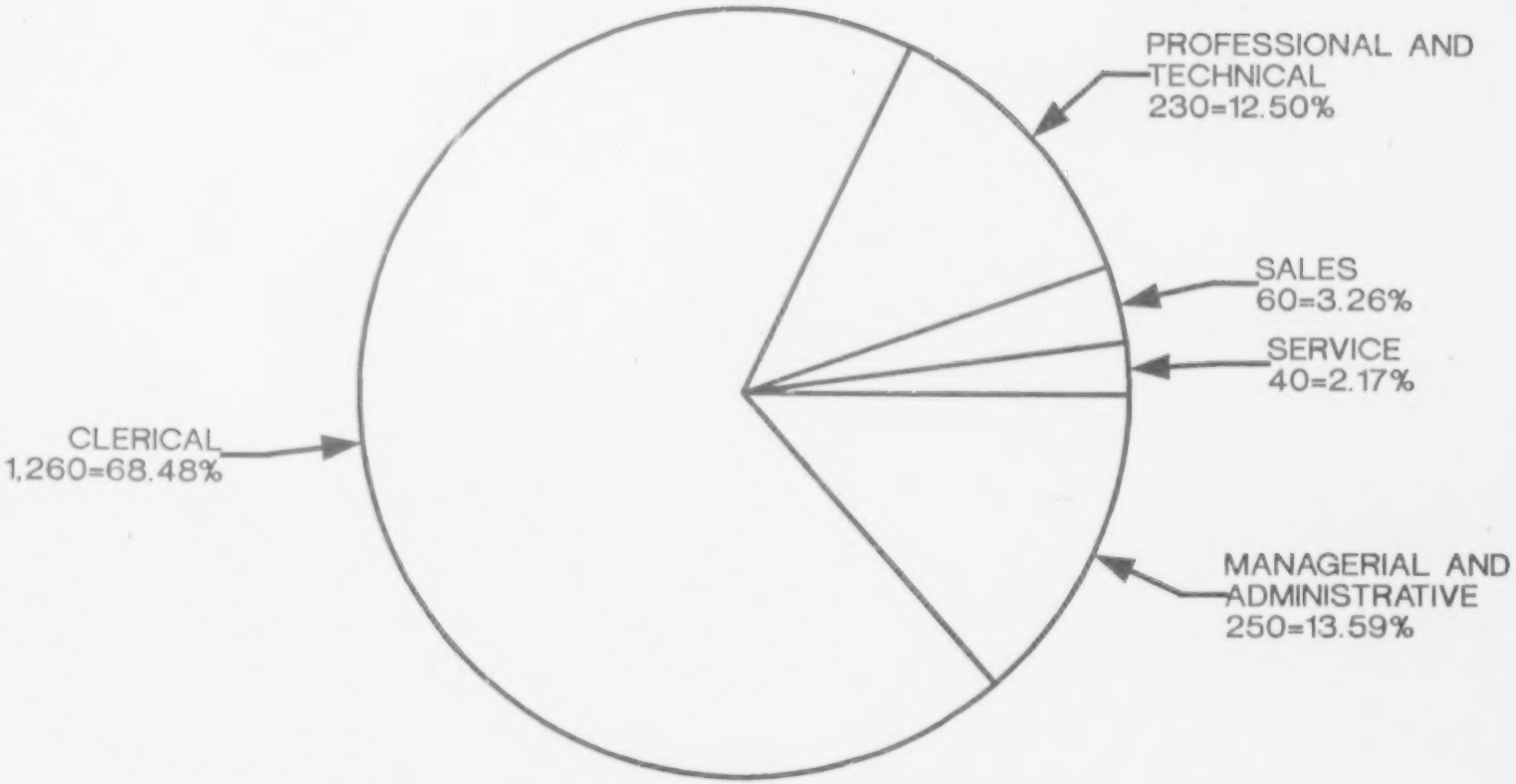
Ten Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
Financial Managers	160	87
Tellers	590	77
Loan Officers and Counselors	150	67
Loan and Credit Clerks	140	63
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	100	60
Bookkeeping, Accounting, and Auditing Clerks	100	56
General Managers and Top Executives	80	46
Secretaries	50	40
General Office Clerks	60	38
New Accounts Clerks	50	38

183d

FIGURE 10

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 61



CREDIT AGENCIES OTHER THAN BANKS
SIC 61
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	1,840	100.00	na	na
Managerial and Administrative Occupations	250	13.59	na	na
Financial Managers	160	8.70	8	87
General Managers and Top Executives	80	4.35	17	46
All Other Managers and Administrators	10	0.54	na	na
Professional, Paraprofessional, and Technical Occupations	230	12.50	na	na
Credit Analysts	30	1.63	27	12
Loan Officers and Counselors	150	8.15	10	67
Accountants and Auditors	20	1.09	37	13
All Other Professional, Paraprofessional, and Technical Workers	30	1.63	na	na
Sales and Related Occupations	60	3.26	na	na
Sales Agents, Securities, Commodities, and Financial Services	40	2.17	30	8
All Other Sales and Related Workers	20	1.09	na	na
Clerical and Administrative Support Occupations	1,260	68.48	na	na
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	100	5.43	11	60
Tellers	590	32.07	6	77
New Accounts Clerks	50	2.72	17	38
Credit Checkers	10	0.54	37	13
Loan and Credit Clerks	140	7.61	13	63
Statement Clerks	10	0.54	40	10
Bill and Account Collectors	70	3.80	19	37
Secretaries	50	2.72	15	40
Receptionists and Information Clerks	40	2.17	18	29
Bookkeeping, Accounting, and Auditing Clerks	100	5.43	10	56
General Office Clerks	60	3.26	13	38
Computer Operators	10	0.54	24	12
All Other Clerical and Administrative Support Workers	30	1.63	na	na
Service Occupations	40	2.17	na	na
Janitor and Cleaners, except Maids and Housekeeping Cleaners	40	2.17	24	27

259b

SECURITY AND COMMODITY BROKERS, DEALERS, EXCHANGES, AND SERVICES; AND HOLDING AND OTHER INVESTMENT OFFICES

SIC 62 AND 67

This combination of major groups includes establishments engaged in the underwriting, purchase, sale, or brokerage of securities and other financial contracts on their own account or for the account of others; exchanges, exchange clearing houses, and other services allied with the exchange of securities and commodities; and investment trusts, investment companies, holding companies, and commodity trading companies.

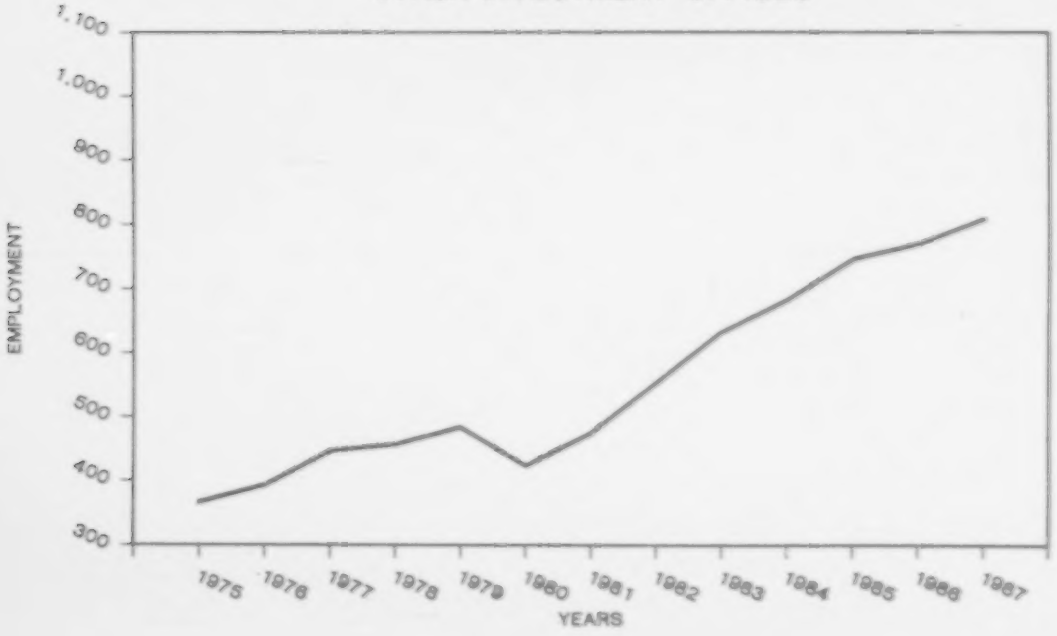
The annual average wage and salary employment in this group of industries has made a dramatic increase since 1980, adding nearly 400 workers, or 90.8 percent in 7 years.

In 1987, total wages paid to employees in this group of industries totaled $34.6 million. This equates to an average annual wage of $42,626 per worker.

165d

FIGURE 11

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT IN SECURITY AND COMMODITY BROKERS, DEALERS, EXCHANGES, AND SERVICES; AND HOLDING AND OTHER INVESTMENT OFFICES



Security and Commodity Brokers, Dealers, Exchanges
and Services; and Holding and Other Investment Offices
SIC 62 and 67
May 1987

Seven Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Sales Agents, Securities, Commodities, and Financial Services	270	34.18
Secretaries	100	12.66
Financial Managers	60	7.59
General Managers and Top Executives	60	7.59
Bookkeeping, Accounting, and Auditing Clerks	40	5.06
Brokerage Clerks	40	5.06
Financial Analysts	30	3.80
Total	600	75.95

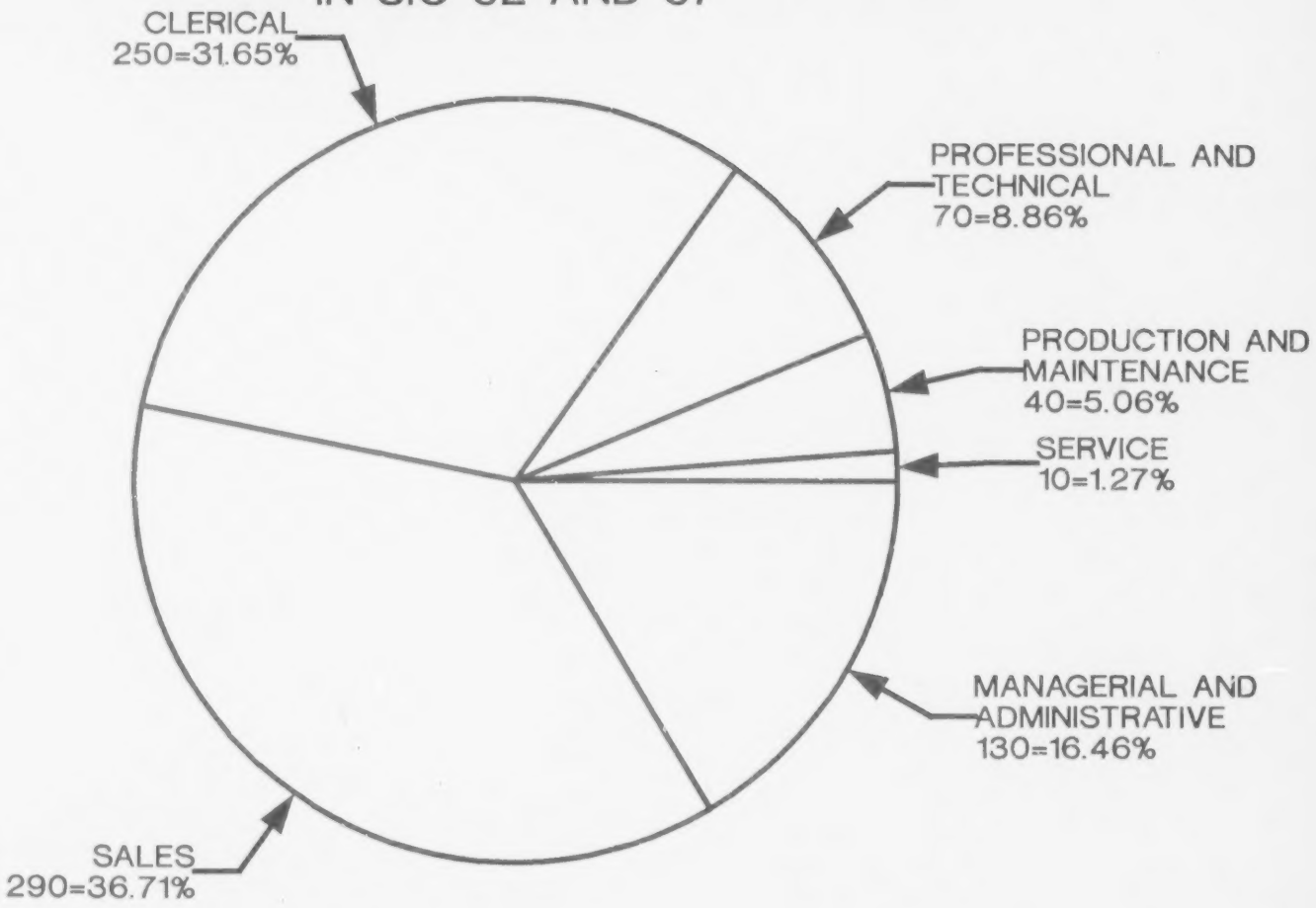
Seven Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
Secretaries	100	79
Sales Agents, Securities, Commodities, and Financial Services	270	62
Financial Managers	60	59
General Managers and Top Executives	60	52
Receptionists and Information Clerks	10	31
Bookkeeping, Accounting, and Auditing Clerks	40	28
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations.	20	28

183d

FIGURE 12

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 62 AND 67



SECURITY AND COMMODITY BROKERS, DEALERS, EXCHANGES, AND
SERVICES; AND HOLDING AND OTHER INVESTMENT OFFICES
SIC 62 AND 67
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	790	100.00	na	na
Managerial and Administrative Occupations	130	16.46	na	na
Financial Managers	60	7.59	17	59
General Managers and Top Executives	60	7.59	28	52
All Other Managers and Administrators	10	1.27	na	na
Professional, Paraprofessional, and Technical Occupations	70	8.86	na	na
Accountants and Auditors	20	2.53	50	14
Financial Analysts	30	3.80	35	10
All Other Professional, Paraprofessional, and Technical Workers	20	2.53	na	na
Sales and Related Occupations	290	36.71	na	na
First Line Supervisors and Manager/Supervisors, Sales and Related Occupations	10	1.27	30	17
Sales Agents, Securities, Commodities, and Financial Services	270	34.18	5	62
Cashiers	10	1.27	13	21
Clerical and Administrative Support Occupations	250	31.65	na	na
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	20	2.53	23	28
Brokerage Clerks	40	5.06	18	24
Secretaries	100	12.66	13	79
Receptionists and Information Clerks	10	1.27	23	31
Bookkeeping, Accounting, and Auditing Clerks	40	5.06	40	28
General Office Clerks	20	2.53	25	17
Switchboard Operators	10	1.27	44	17
Office Machine Operators	10	1.27	na	na
Service Occupations	10	1.27	na	na
Production, Construction, Operating, Maintenance, and Material Handling Occupations	40	5.06	na	na

259b

INSURANCE

SIC 63

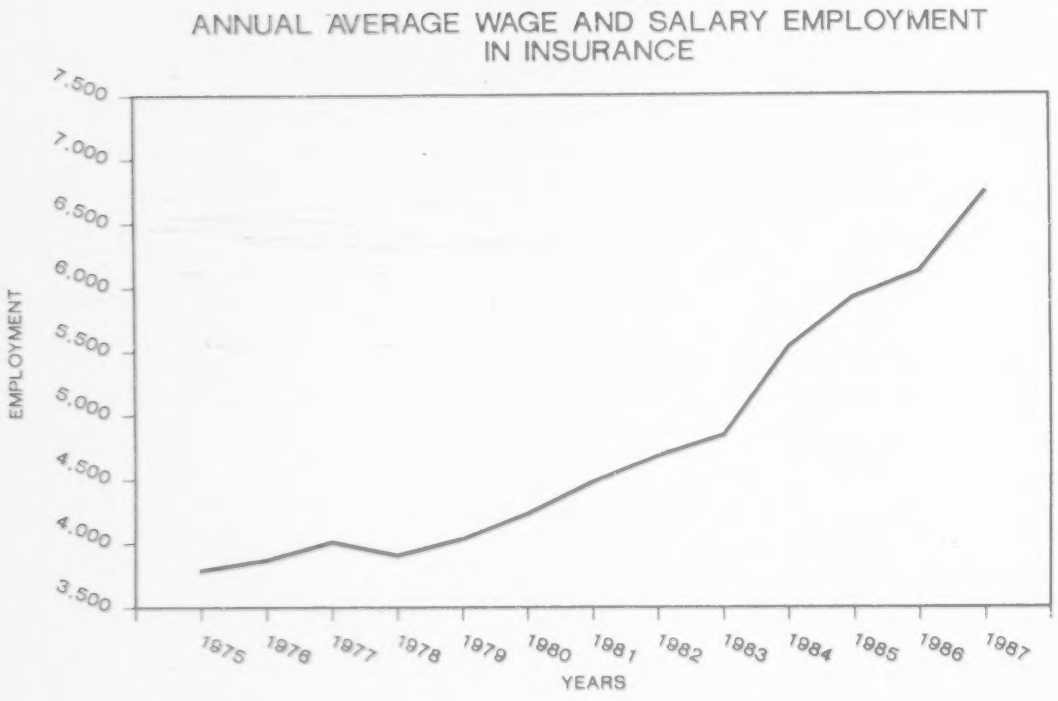
This major group includes insurance carriers of all types.

The annual average wage and salary employment in the insurance industry increased slowly but fairly steadily from 1975 to 1983 increasing by 27.7 percent, or 3.5 percent annually. The increase strengthened significantly after that period when employment increased 39.2 percent between 1983 and 1987, or nearly 10 percent annually.

In 1987, total wages paid to employees in the insurance industry totaled $174.3 million. This equates to an average annual wage of $25,783 per worker.

165d

FIGURE 13



Insurance
SIC 63
May 1987

Ten Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Sales Agents and Placers, Insurance	610	9.09
General Office Clerks	590	8.79
Secretaries, except Legal and Medical	520	7.75
Billing, Cost, and Rate Clerks	350	5.22
General Managers and Top Executives	340	5.07
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	330	4.92
Insurance Adjusters, Examiners, and Investigators	330	4.92
Computer Programmers	240	3.58
Insurance Claims Clerks	240	3.58
Underwriters	200	2.98
Total	3,750	55.89

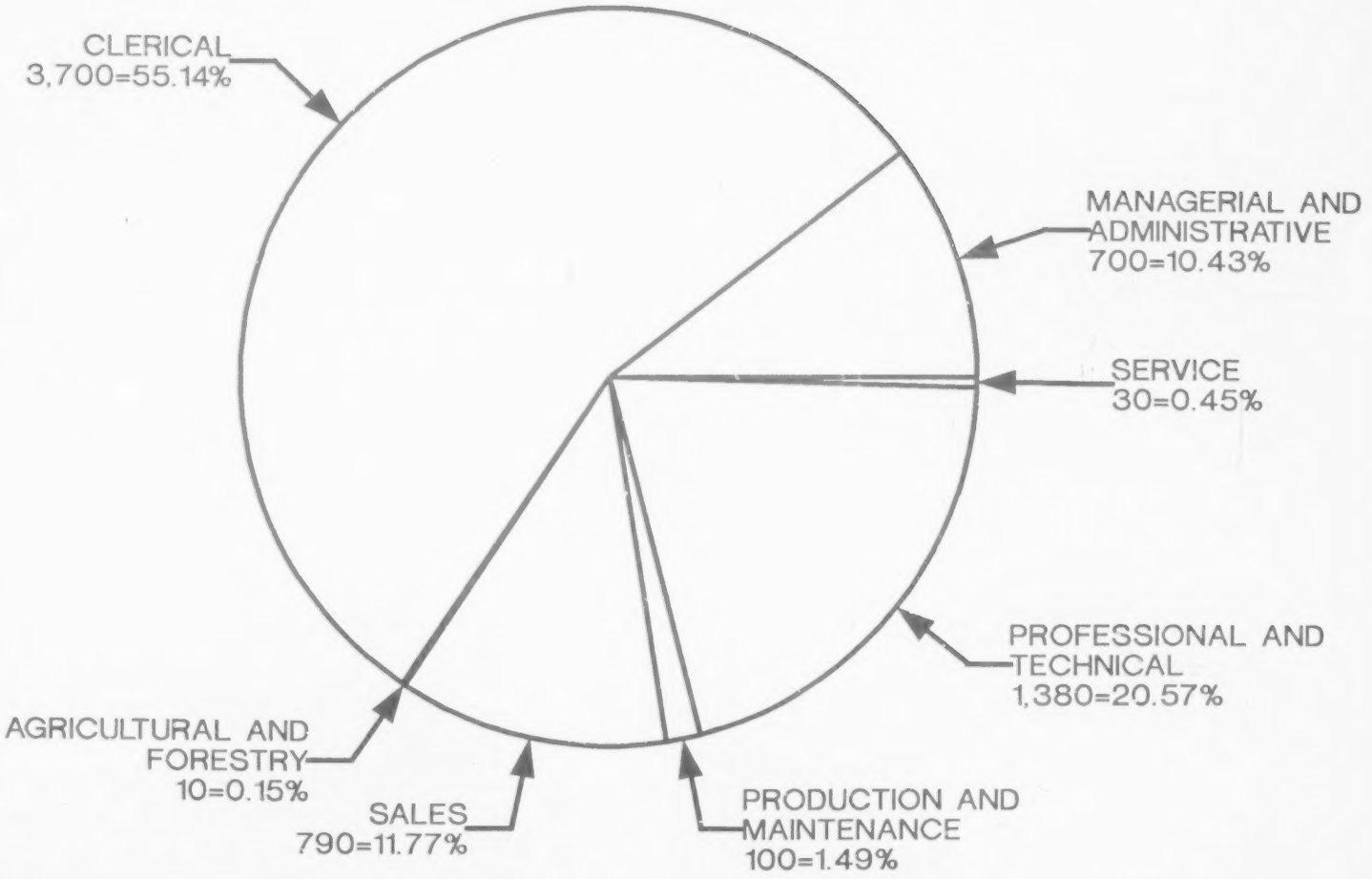
Eight Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
General Managers and Top Executives	340	74
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	330	68
Insurance Policy Processing Clerks	180	53
Sales Agents and Placers, Insurance	610	44
Secretaries, except Legal and Medical	520	44
General Office Clerks	590	41
Insurance Claims Clerks	240	38
Underwriters	200	38

183d

FIGURE 14

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 63



INSURANCE
SIC 63
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	6,710	100.00	na	na
Managerial and Administrative Occupations	700	10.43	na	na
Financial Managers	30	0.45	18	26
Personnel, Training, and Labor Relations Managers	30	0.45	5	21
Marketing, Advertising, and Public Relations Managers	50	0.75	8	26
Administrative Services Managers	130	1.94	3	21
Engineering, Mathematical, and Natural Sciences Managers	30	0.45	13	15
General Managers and Top Executives	340	5.07	5	74
All Other Managers and Administrators	90	1.34	na	na
Professional, Paraprofessional, and Technical Occupations	1,380	20.57	na	na
Underwriters	200	2.98	10	38
Accountants and Auditors	110	1.64	4	29
All Other Financial Specialists	50	0.75	na	na
Special Agents, Insurance	30	0.45	23	24
Personnel, Training, and Labor Relations Specialists	60	0.89	0	15
Claims Examiners, Property and Casualty Insurance	50	0.75	25	15
All Other Management Support Workers	160	2.38	9	18
Safety Engineers, except Mining	10	0.15	29	9
Systems Analysts, Electronic Data Processing	110	1.64	0	12
Computer Programmers	240	3.58	4	18
Computer Programmer Aides	20	0.30	10	15
Mathematical Scientists	50	0.75	na	na
All Other Professional, Paraprofessional, and Technical Workers	290	4.32	na	na
Sales and Related Occupations	790	11.77	na	na
First Line Supervisors and Manager/Supervisors, Sales and Related Occupations	160	2.38	11	32
Sales Agents and Placers, Insurance	610	9.09	10	44
All Other Sales and Related Workers	20	0.30	na	na
Clerical and Administrative Support Occupations	3,700	55.14	na	na
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	330	4.92	10	68
Insurance Adjusters, Examiners, and Investigators	330	4.92	14	32
Insurance Claims Clerks	240	3.58	10	38
Insurance Policy Processing Clerks	180	2.68	9	53
Secretaries, except Legal and Medical	520	7.75	1	44
Receptionists and Information Clerks	60	0.89	30	29
Typists	80	1.19	11	32
Typists, Word Processing Equipment	40	0.60	21	24
File Clerks	80	1.19	18	32
Statistical Clerks	160	2.38	na	12
Bookkeeping, Accounting, and Auditing Clerks	110	1.64	11	32
Billing, Cost, and Rate Clerks	350	5.22	2	24
General Office Clerks	590	8.79	3	41
Computer Operators	20	0.30	10	12
Data Entry Keyers, except Composing	140	2.09	8	26
All Other Office Machine Operators	60	0.89	na	na
Switchboard Operators	20	0.30	8	24
Mail Clerks, except Mail Machine Operators and Postal Service	90	1.34	8	29
Stock Clerks, Stockroom, Warehouse, or Storage Yard	20	0.30	na	9
All Other Clerical and Administrative Support Workers	280	4.17	na	na
Service Occupations	30	0.45	na	na
Agricultural, Forestry, Fishing, and Related Occupations	10	0.15	na	na

SIC 63 (continued)

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
Production, Construction, Operating, Maintenance, and Material Handling Occupations	100	1.49	na	na
Maintenance Repairers, General Utility	30	0.45	na	9
All Other Production, Construction, Operating, Maintenance, and Material Handling Workers	70	1.04	na	na

259b

INSURANCE AGENTS, BROKERS, AND SERVICE

SIC 64

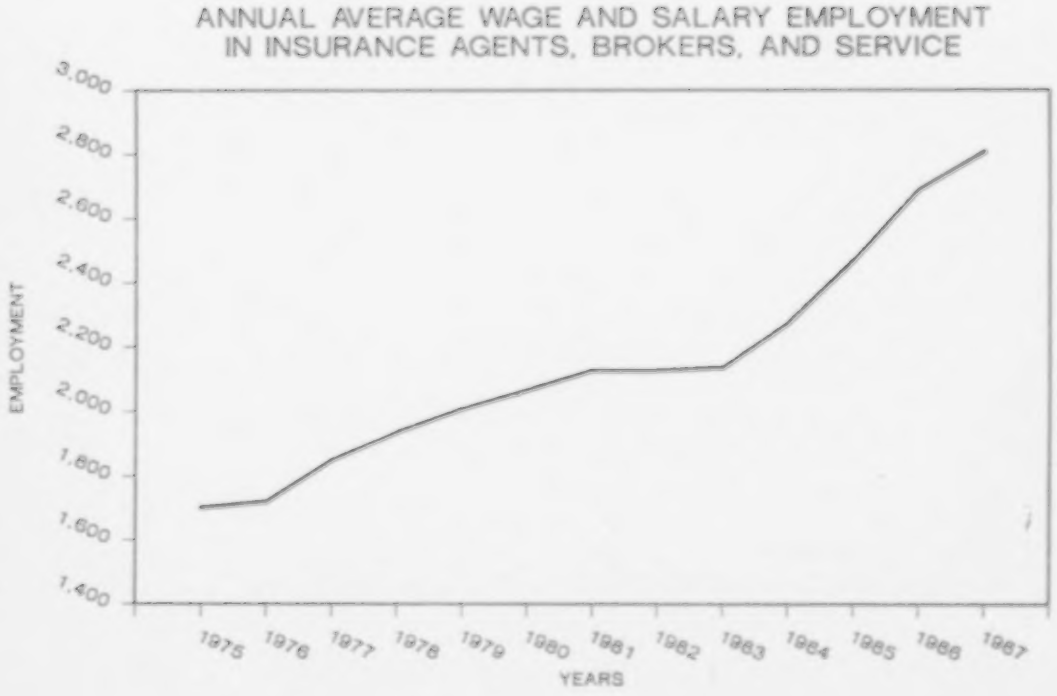
This major group includes agents and brokers dealing in insurance, and also organizations offering services to insurance companies and to policy holders.

The annual average wage and salary employment in this industry increased slowly between 1975 and 1981 adding just over 400 workers, or 4.2 percent annually. Between 1981 and 1983 employment remained unchanged. Then between 1983 and 1987 employment picked up considerably, adding nearly 675 workers, which is an average of 7.9 percent annually.

In 1987, total wages paid to employees of the insurance agents, brokers, and services industry totaled $65.1 million. This equates to an average annual wage of $22,916 per worker.

165d

FIGURE 15



Insurance Agents, Brokers, and Service
SIC 64
May 1987

Eleven Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Insurance Policy Processing Clerks	650	23.13
Sales Agents and Placers, Insurance	400	14.23
General Managers and Top Executives	260	9.25
Insurance Claims Clerks	150	5.34
Insurance Adjusters, Examiners, and Investigators	140	4.98
Underwriters	140	4.98
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	130	4.63
Bookkeeping, Accounting, and Auditing Clerks	110	3.91
Receptionists and Information Clerks	100	3.56
General Office Clerks	90	3.20
Secretaries, except Legal and Medical	90	3.20
Total	2,260	80.43

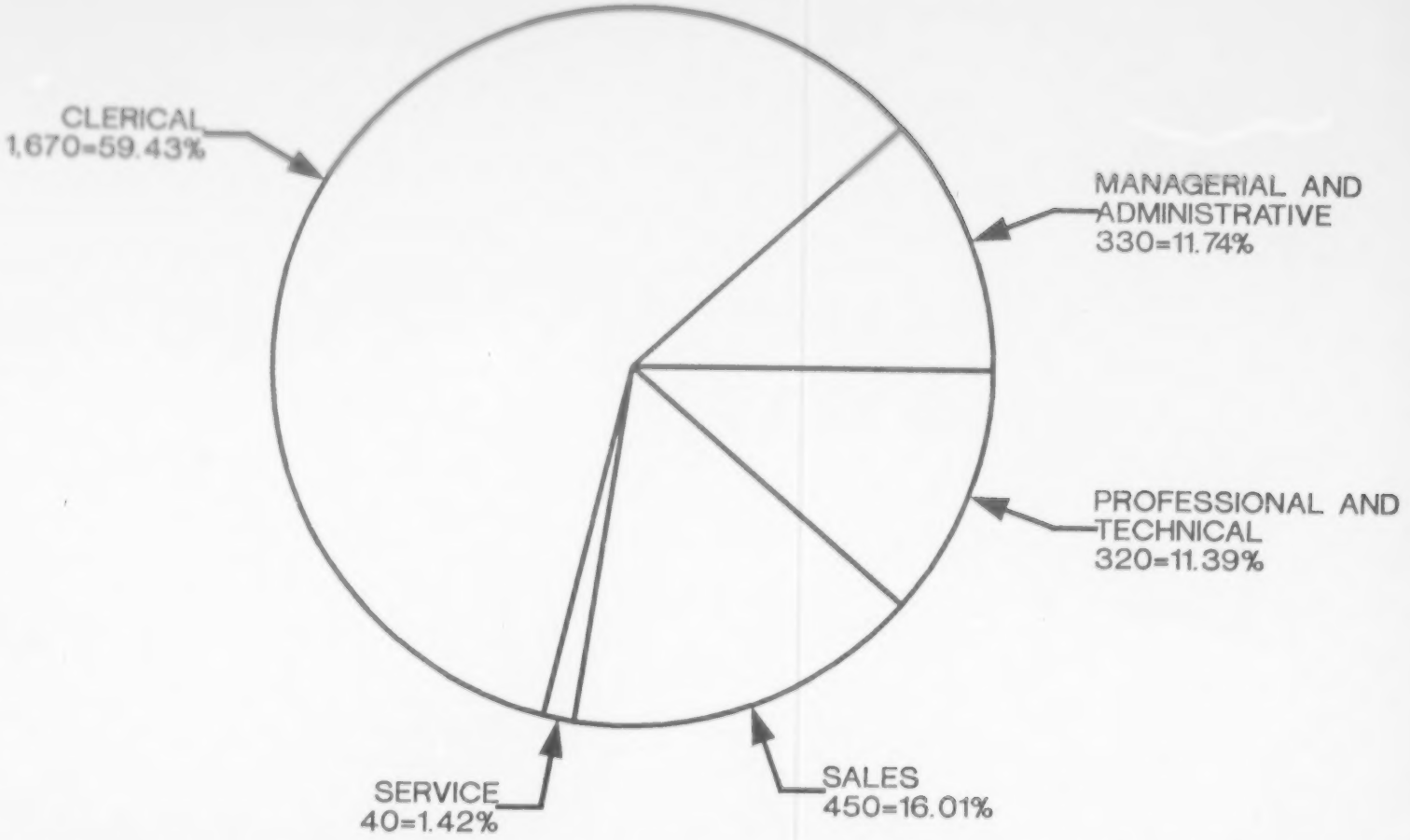
Ten Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting[1] the Occupation
Insurance Policy Processing Clerks	650	73
General Managers and Top Executives	260	69
Sales Agents and Placers, Insurance	400	61
Bookkeeping, Accounting, and Auditing Clerks	110	51
Insurance Claims Clerks	150	49
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	130	39
Receptionists and Information Clerks	100	39
Financial Managers	50	31
General Office Clerks	90	31
Secretaries, except Legal and Medical	90	27

183d

FIGURE 16

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 64



INSURANCE AGENTS, BROKERS, AND SERVICE
SIC 64
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	2,810	100.00	na	na
Managerial and Administrative Occupations	330	11.74	na	na
Financial Managers	50	1.78	31	31
Personnel and Labor Relations Managers	10	0.36	na	10
Marketing, Advertising, and Public Relations Managers	10	0.36	0	8
General Managers and Top Executives	260	9.25	13	69
Professional, Paraprofessional, and Technical Occupations	320	11.39	na	na
Underwriters	140	4.98	33	22
Systems Analysts, Electronic Data Processing	10	0.36	27	8
All Other Professional, Paraprofessional, and Technical Workers	170	6.05	na	na
Sales and Related Occupations	450	16.01	na	na
First Line Supervisors and Manager/Supervisors, Sales and Related Occupations	30	1.07	47	12
Sales Agents and Placers, Insurance	400	14.23	14	61
All Other Sales and Related Workers	20	0.71	na	na
Clerical and Administrative Support Occupations	1,670	59.43	na	na
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	130	4.63	23	39
Insurance Adjusters, Examiners, and Investigators	140	4.98	42	18
Insurance Claims Clerks	150	5.34	24	49
Insurance Policy Processing Clerks	650	23.13	11	73
Secretaries, except Legal and Medical	90	3.20	27	27
Receptionists and Information Clerks	100	3.56	20	39
Typists	70	2.49	33	14
Typists, Word Processing Equipment	10	0.36	na	6
File Clerks	80	2.85	27	24
Bookkeeping, Accounting, and Auditing Clerks	110	3.91	17	51
General Office Clerks	90	3.20	31	31
Data Entry Keyers, except Composing	20	0.71	na	6
Switchboard Operators	10	0.36	na	10
Mail Clerks, except Mail Machine Operators and Postal Service	10	0.36	na	8
All Other Clerical and Administrative Support Workers	10	0.36	na	na
Service Occupations	40	1.42	na	na
Janitors and Cleaners, except Maids and Housekeeping Cleaners	30	1.07	47	10
All Other Service Workers	10	0.36	na	na

259b

REAL ESTATE AND COMBINATIONS OF REAL ESTATE, INSURANCE, LOANS, AND LAW OFFICES

SIC 65 AND 66

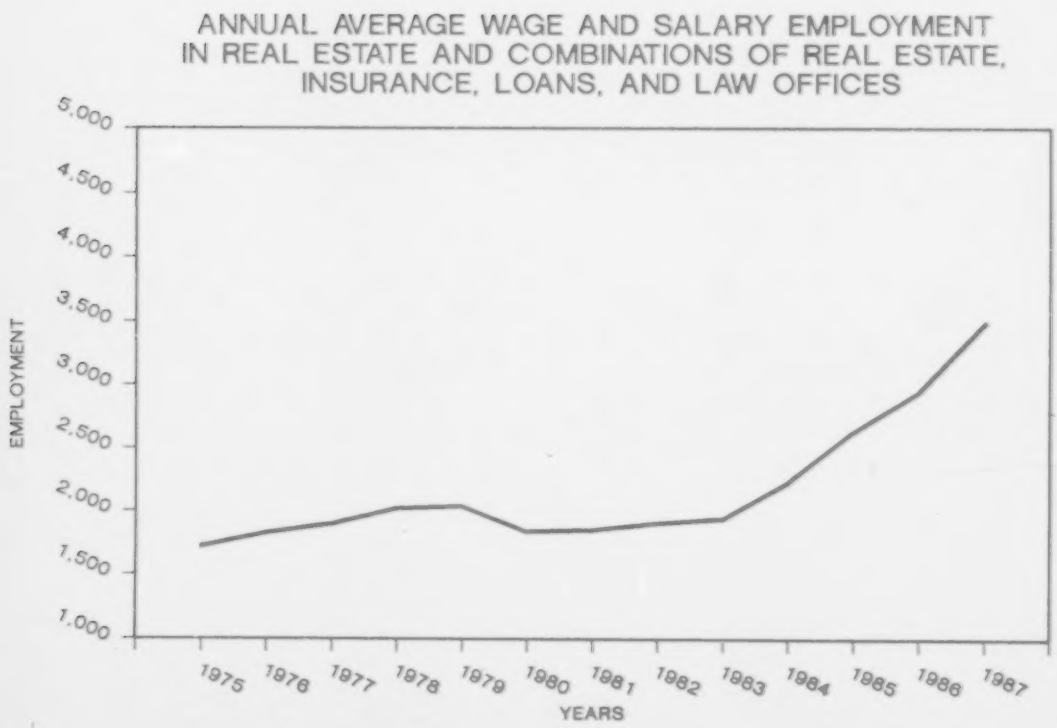
This combination of major groups includes real estate operators, and owners and lessors of real property, as well as buyers, sellers, developers, agents, and brokers; and establishments not classifiable on the basis of predominant nature of business, generally small in size, which are regularly engaged in any combination of real estate, insurance, loans, or the practice of law.

The annual average wage and salary employment in this industry had not made any notable long term gains until 1983, when employment began to increase drastically. Between 1983 and 1987, employment increased by 79.6 percent, or nearly 20 percent annually. Over 1,500 workers were added to this industry in that 4-year period.

In 1987, total wages paid to employees of real estate and the combination of real estate, insurance, loans, and law offices totaled $63.4 million. This equates to an average annual wage of $18,074 per worker.

165d

FIGURE 17



Real Estate and Combination of Real Estate,
Insurance, Loans, and Law Offices
SIC 65 and 66
May 1987

Ten Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Maintenance Repairers, General Utility	360	10.20
Property and Real Estate Managers and Administrators	340	9.63
Gardeners and Groundskeepers, except Farm	330	9.35
General Managers and Top Executives	270	7.65
Secretaries, except Legal and Medical	250	7.08
Bookkeeping, Accounting, and Auditing Clerks	190	5.38
Janitors and Cleaners, except Maids and Housekeeping Cleaners	190	5.38
Real Estate Clerks	190	5.38
Sales Agents, Real Estate	190	5.38
Receptionists and Information Clerks	160	4.53
Total	2,470	69.97

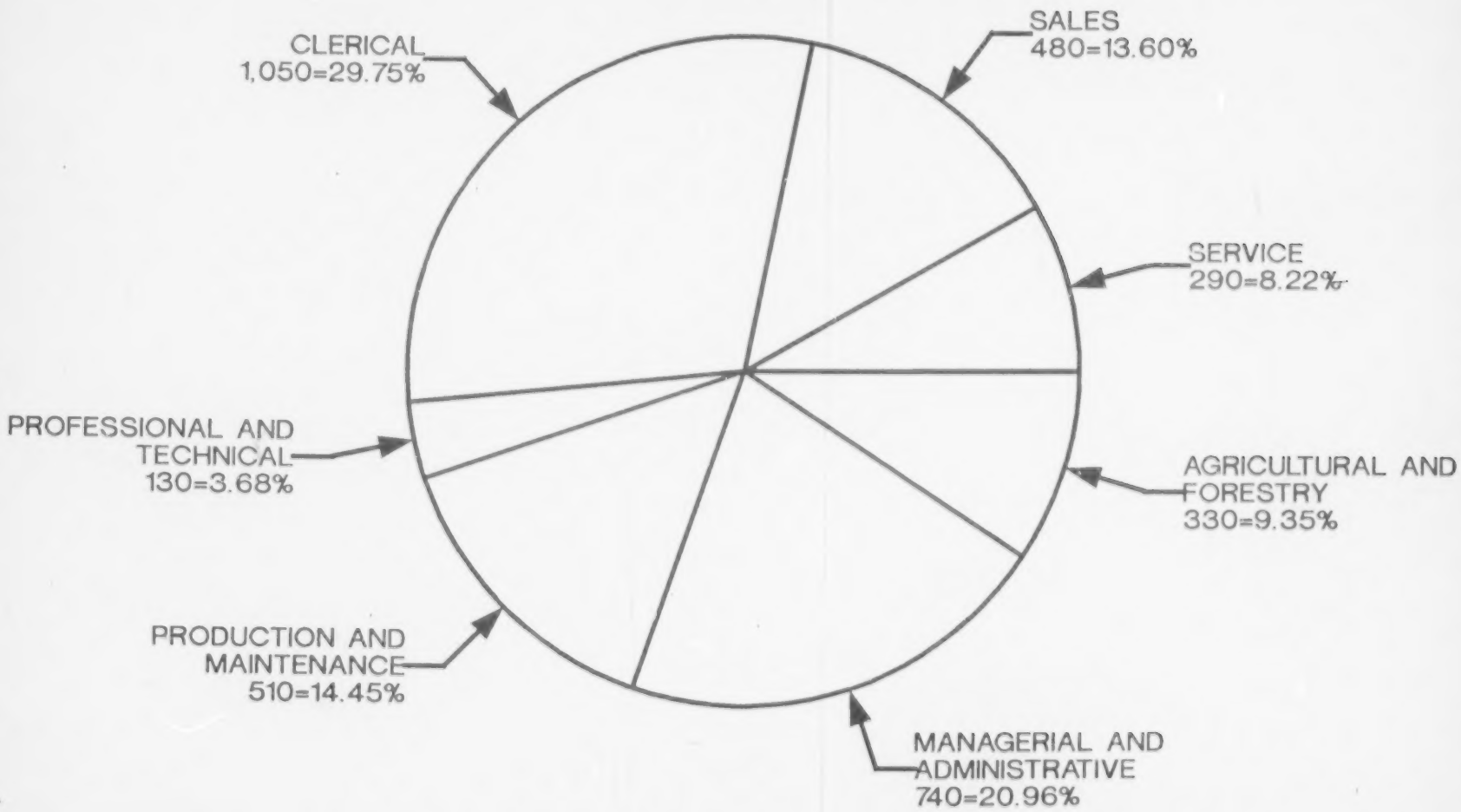
Nine Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
Property and Real Estate Managers and Administrators	340	44
General Managers and Top Executives	270	42
Bookkeeping, Accounting, and Auditing Clerks	190	39
Maintenance Repairers, General Utility	360	32
Secretaries, except Legal and Medical	250	32
Receptionists and Information Clerks	160	27
Janitors and Cleaners, except Maids and Housekeeping Cleaners	190	20
Financial Managers	80	19
General Office Clerks	100	19

183d

FIGURE 18

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 65 AND 66



REAL ESTATE AND COMBINATIONS OF REAL ESTATE,
INSURANCE, LOANS, AND LAW OFFICES
SIC 65 AND 66
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	3,530	100.00	na	na
Managerial and Administrative Occupations	740	20.96	na	na
Financial Managers	80	2.27	18	19
Property and Real Estate Managers and Administrators	340	9.63	12	44
General Managers and Top Executives	270	7.65	12	42
All Other Managers and Administrators	50	1.42	na	na
Professional, Paraprofessional, and Technical Occupations	130	3.68	na	na
Accountants and Auditors	40	1.13	22	9
All Other Management Support Workers	10	0.28	na	na
Title Examiners and Abstractors	40	1.13	17	2
All Other Professional, Paraprofessional, and Technical Workers	40	1.13	na	na
Sales and Related Occupations	480	13.60	na	na
First Line Supervisors and Manager/Supervisors, Sales and Related Occupations	60	1.70	22	15
Sales Agents and Placers, Insurance	30	0.85	13	8
Brokers, Real Estate	100	2.83	21	15
Sales Agents, Real Estate	190	5.38	27	17
All Other Sales and Related Workers	100	2.83	na	na
Clerical and Administrative Support Occupations	1,050	29.75	na	na
Insurance Policy Processing Clerks	50	1.42	7	10
Real Estate Clerks	190	5.38	25	18
Secretaries, except Legal and Medical	250	7.08	15	32
Receptionists and Information Clerks	160	4.53	16	27
Bookkeeping, Accounting, and Auditing Clerks	190	5.38	11	39
General Office Clerks	100	2.83	17	19
Office Machine Operators	10	0.28	na	na
All Other Clerical and Administrative Support Workers	100	2.83	na	na
Service Occupations	290	8.22	na	na
Guards and Watch Guards	40	1.13	32	5
Food and Beverage Preparation and Service Workers	20	0.57	34	2
Maids and Housekeeping Cleaners	40	1.13	26	6
Janitors and Cleaners, except Maids and Housekeeping Cleaners	190	5.38	19	20
Agricultural, Forestry, Fishing, and Related Occupations	330	9.35	na	na
Gardeners and Groundskeepers, except Farm	330	9.35	17	18
Production, Construction, Operating, Maintenance, and Material Handling Occupations	510	14.45	na	na
First Line Supervisors and Managers/Supervisors, Production, Construction, Operating, Maintenance, and Material Handling Workers	10	0.28	na	na
Maintenance Repairers, General Utility	360	10.20	11	32
Carpenters	50	1.42	35	5
Painters and Paperhangers, Construction and Maintenance	60	1.70	32	8
All Other Production, Construction, Operating, Maintenance, and Material Handling Occupations	30	0.85	na	na

259b

HOTELS, ROOMING HOUSES, CAMPS, AND OTHER LODGING PLACES

SIC 70

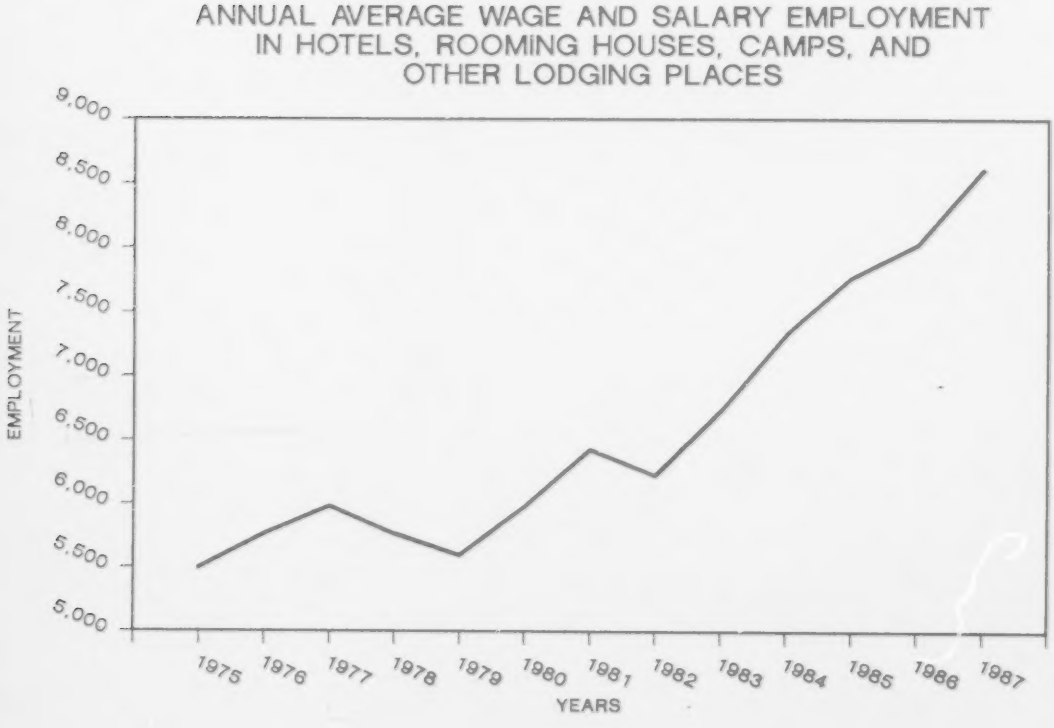
This major group includes commercial and institutional establishments engaged in furnishing lodging, or lodging and meals, and camping space and camping facilities, on a fee basis.

Between 1975 and 1982, the annual average wage and salary employment in this industry was very erratic, although it ended out this 7-year period with a 13.2 percent gain. However, in 1982 employment began a steady climb, ending out the 1982 to 1987 period at a high of 8,600 workers. This equates to a 38.2 percent employment increase, or 7.6 percent annually.

In 1987, total wages paid to employees of the hotels, rooming houses, camps, and other lodging places industry totaled $77.4 million. This equates to an average annual wage of $8,883 per worker.

165d

FIGURE 19



Hotels, Rooming Houses, Camps, and Other Lodging Places
SIC 70
May 1987

Ten Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Maids and Housekeeping Cleaners	2,250	26.79
Waiters and Waitresses	960	11.43
Hotel Desk Clerks	810	9.64
Maintenance Repairers, General Utility	550	6.55
General Managers and Top Executives	410	4.88
Cooks, Restaurant	390	4.64
Food Preparation Workers	280	3.33
Bartenders	270	3.21
Food Service and Lodging Managers	230	2.74
Gardeners and Groundskeepers, except Farm	180	2.14
Total	6,330	75.36

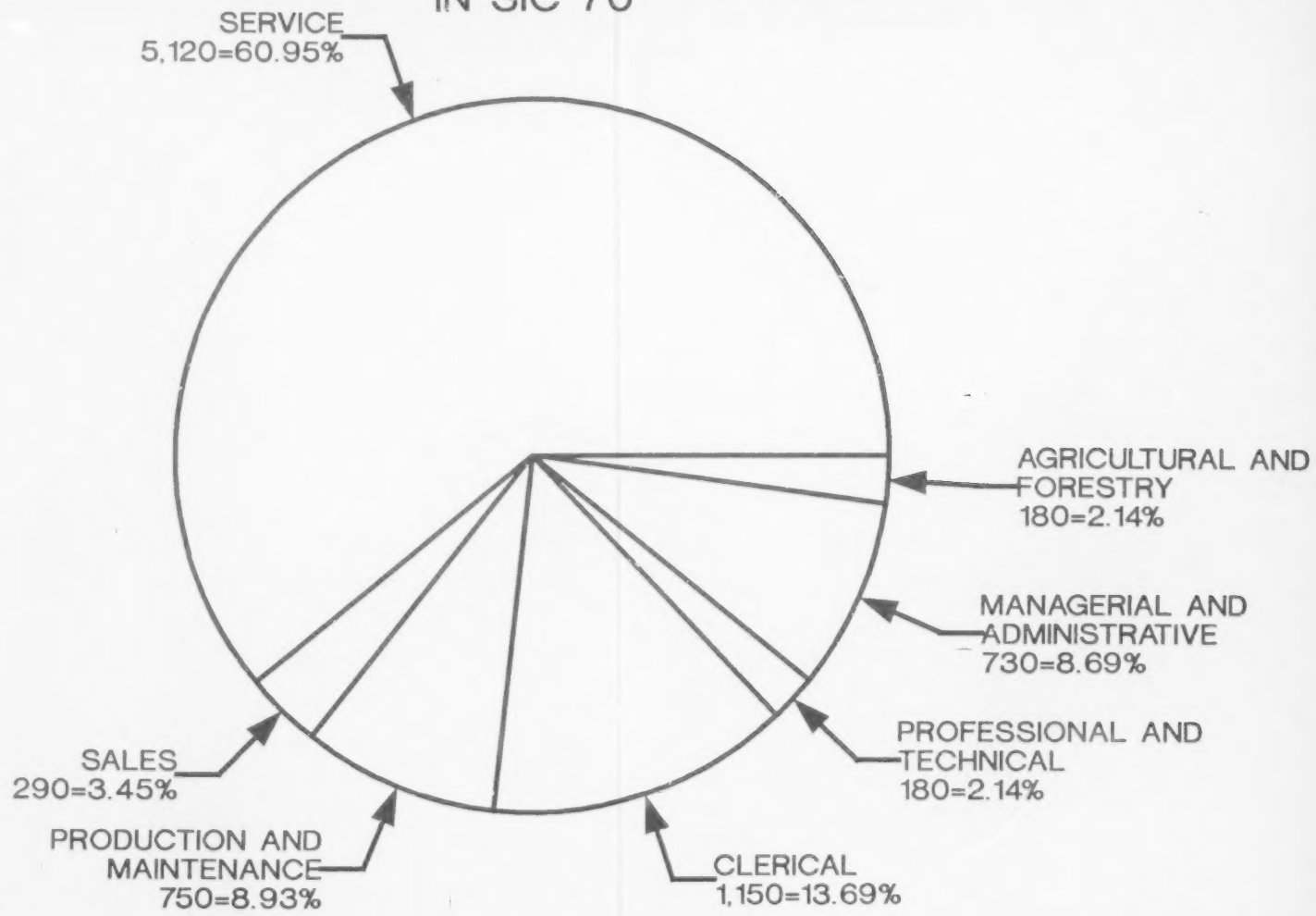
Ten Occupations Most Frequently Reported by Employers

Occupation	Employ-ment	Percent of Units Reporting the Occupation
Maids and Housekeeping Cleaners	2,250	82
General Managers and Top Executives	410	63
Hotel Desk Clerks	810	59
Maintenance Repairers, General Utility	550	57
Food Service and Lodging Managers	230	47
Housekeepers	170	45
Cooks, Restaurant	390	41
Waiters and Waitresses	960	41
Bartenders	270	37
Food Preparation Workers	280	35

183d

FIGURE 20

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 70



HOTELS, ROOMING HOUSES, CAMPS, AND OTHER LODGING PLACES
SIC 70
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	8,400	100.00	na	na
Managerial and Administrative Occupations	730	8.69	na	na
Marketing, Advertising, and Public Relations Managers	20	0.24	31	14
Food Service and Lodging Managers	230	2.74	22	47
General Managers and Top Executives	410	4.88	26	63
All Other Managers and Administrators	70	0.83	na	na
Professional, Paraprofessional, and Technical Occupations	180	2.14	na	na
Management Support Workers	80	0.95	na	na
Teachers and Instructors	20	0.24	na	na
All Other Professional, Paraprofessional, and Technical Occupations	80	0.95	na	na
Sales and Related Occupations	290	3.45	na	na
Salespersons, Retail	40	0.48	24	10
All Other Sales and Related Workers	250	2.98	na	na
Clerical and Administrative Support Occupations	1,150	13.69	na	na
Hotel Desk Clerks	810	9.64	17	59
All Other Clerical and Administrative Support Occupations	340	4.05	na	na
Service Occupations	5,120	60.95	na	na
Housekeepers	170	2.02	25	45
Guards and Watch Guards	100	1.19	31	20
Hosts and Hostesses, Restaurant, Lounge, or Coffee Shop	60	0.71	16	22
Bartenders	270	3.21	18	37
Waiters and Waitresses	960	11.43	19	41
Food Servers, Outside	40	0.48	30	8
Dining Room and Cafeteria Attendants, and Bartender Helpers	80	0.95	26	18
Bakers, Bread and Pastry	10	0.12	29	6
Cooks, Restaurant	390	4.64	24	41
Cooks, Short Order	30	0.36	35	8
Food Preparation Workers	280	3.33	23	35
All Other Food Service Workers	60	0.71	na	na
Maids and Housekeeping Cleaners	2,250	26.79	11	82
Janitors and Cleaners, except Maids and Housekeeping Cleaners	170	2.02	34	22
All Other Cleaning and Building Service Workers	20	0.24	na	na
All Other Service Workers	230	2.74	na	na
Agricultural, Forestry, Fishing, and Related Occupations	180	2.14	na	na
Gardeners and Groundskeepers, except Farm	180	2.14	48	14
Production, Construction, Operating, Maintenance, and Material Handling Occupations	750	8.93	na	na
Maintenance Repairers, General Utility	550	6.55	33	57
Laundry and Drycleaning Machine Operators and Tenders, except Pressing	150	1.79	27	18
Helpers, Laborers, and Material Movers, Hand	20	0.24	na	na
All Other Production, Construction, Operating, Maintenance, and Material Handling Occupations	30	0.36	na	na

259b

PERSONAL SERVICES

SIC 72

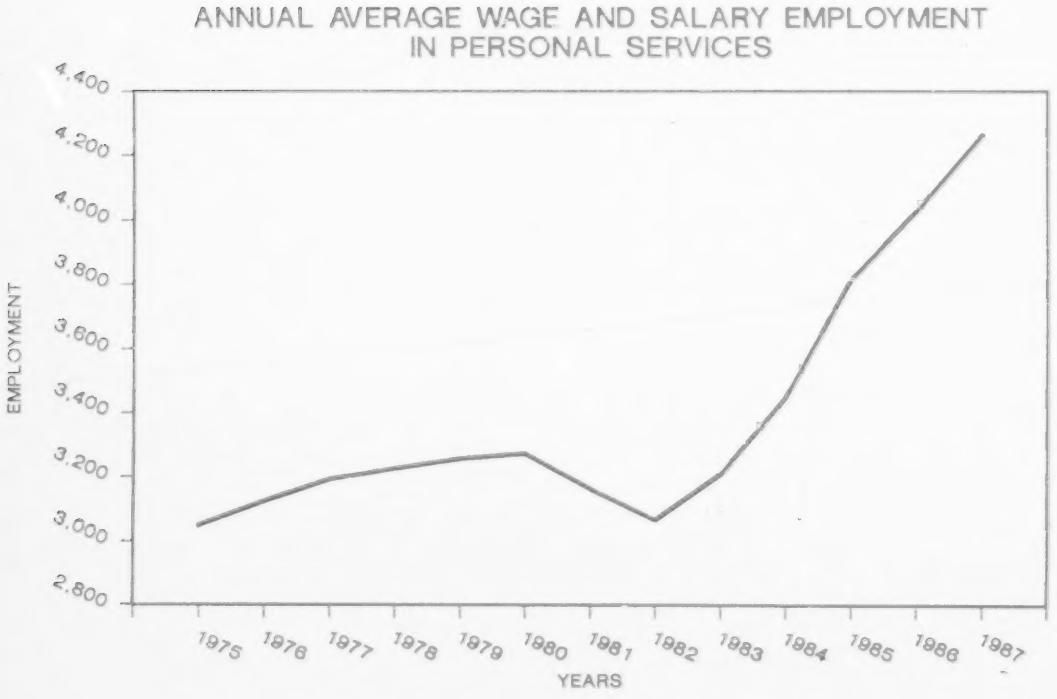
This major group includes establishments primarily engaged in providing services generally involving the care of the person or his apparel, such as laundries, dry cleaning plants, portrait photographic studios, and beauty and barber shops.

Between 1975 and 1980, the annual average wage and salary employment in this industry increased by 7.3 percent, but most of this employment gain was lost, when employment dropped by 6.3 percent between 1980 and 1982. Currently, employment is on a long healthy upward trend. Between 1982 and 1987 employment climbed by 1,200 workers, or 39 percent.

In 1987, total wages paid to employees of the personal services industry totaled $42.1 million. This equates to an average annual wage of $9,954 per worker.

165d

FIGURE 21



Personal Services
SIC 72
May 1987

Ten Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Hairdressers, Hairstylists, and Cosmetologists	940	22.60
Counter and Rental Clerks	330	7.93
Lecturers	330	7.93
Instructors and Coaches, Sports and Physical Training	240	5.77
Laundry and Drycleaning Machine Operators and Tenders, except Pressing	200	4.81
General Managers and Top Executives	180	4.33
Pressing Machine Operators and Tenders, Textile, Garment, and Related Materials	130	3.13
Janitors and Cleaners, except Maids and Housekeeping Cleaners	110	2.64
Machine Feeders and Offbearers	110	2.64
Funeral Directors and Morticians	100	2.40
Total	2,670	64.18

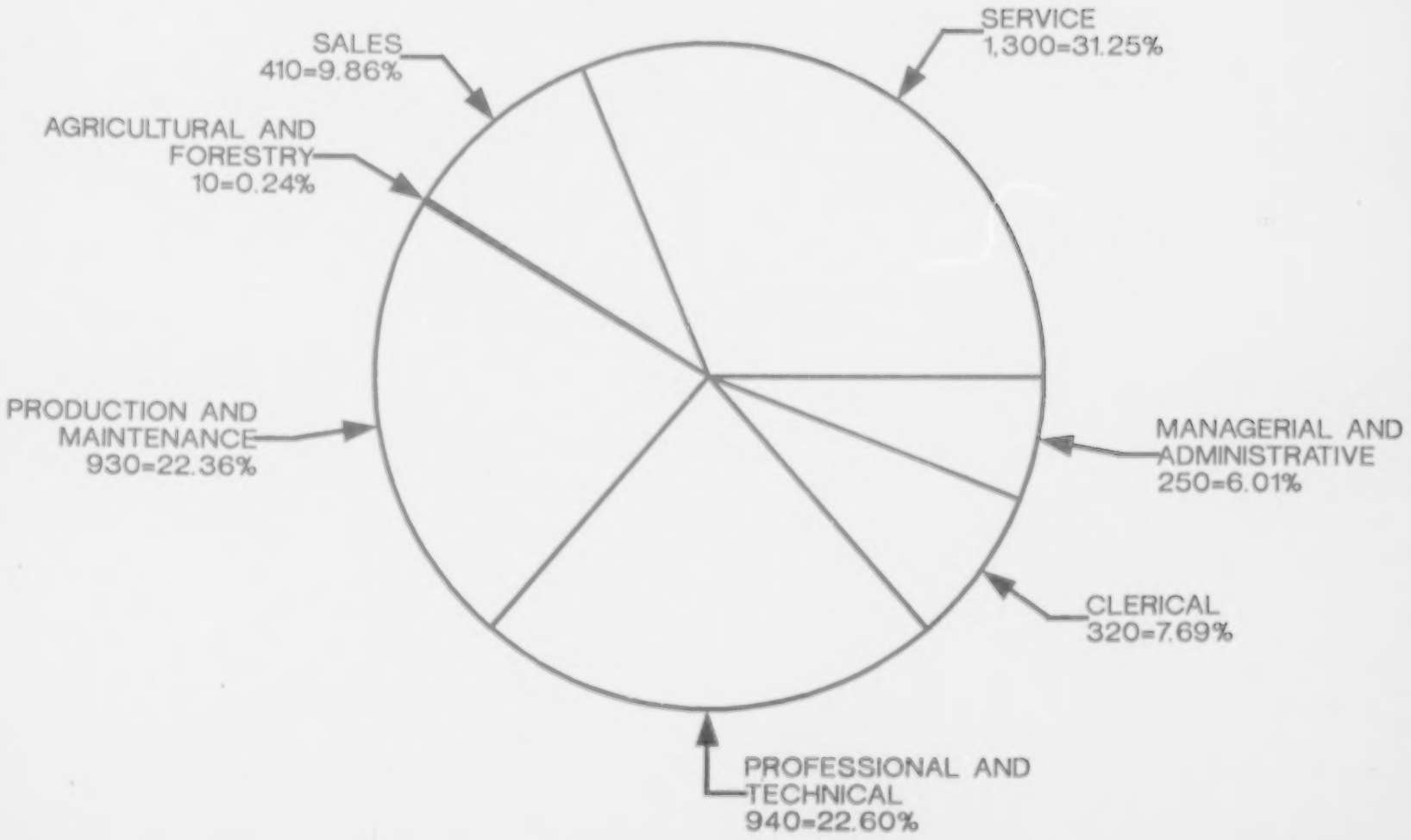
Seven Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
General Managers and Top Executives	180	37
Hairdressers, Hairstylists, and Cosmetologists	940	32
Janitors and Cleaners, except Maids and Housekeeping Cleaners	110	23
Bookkeeping, Accounting, and Auditing Clerks	90	22
Counter and Rental Clerks	330	20
Laundry and Drycleaning Machine Operators and Tenders, except Pressing	200	20
Pressing Machine Operators and Tenders, Textile, Garment, and Related Materials	130	17

183d

FIGURE 22

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 72



PERSONAL SERVICES
SIC 72
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	4,160	100.00	na	na
Managerial and Administrative Occupations	250	6.01	na	na
Financial Managers	50	1.20	28	11
General Managers and Top Executives	180	4.33	14	37
All Other Managers and Administrators	20	0.48	na	na
Professional, Paraprofessional, and Technical Occupations	940	22.60	na	na
Lecturers	330	7.93	6	2
Instructors and Coaches, Sports and Physical Training	240	5.77	26	6
All Other Teachers and Instructors	60	1.44	na	na
Health Professionals	20	0.48	na	na
Funeral Directors and Morticians	100	2.40	16	13
Embalmers	20	0.48	31	5
All Other Professional, Paraprofessional, and Technical Workers	170	4.09	na	na
Sales and Related Occupations	410	9.86	na	na
Sales Representatives, except Scientific and Related Products or Services, and Retail	50	1.20	37	8
Counter and Rental Clerks	330	7.93	17	20
Cashiers	20	0.48	42	4
All Other Sales and Related Workers	10	0.24	na	na
Clerical and Administrative Support Occupations	320	7.69	na	na
Secretaries	50	1.20	28	13
Receptionists and Information Clerks	90	2.16	31	13
Bookkeeping, Accounting, and Auditing Clerks	90	2.16	24	22
General Office Clerks	60	1.44	35	12
Material Recording, Scheduling, and Distributing Workers	20	0.48	na	na
All Other Clerical and Administrative Support Workers	10	0.24	na	na
Service Occupations	1,300	31.25	na	na
Food and Beverage Preparation and Service Occupations	10	0.24	na	na
Maids and Housekeeping Cleaners	20	0.48	30	5
Janitors and Cleaners, except Maids and Housekeeping Cleaners	110	2.64	20	23
Barbers	70	1.68	24	3
Hairdressers, Hairstylists, and Cosmetologists	940	22.60	5	32
Funeral Attendants	80	1.92	20	10
All Other Service Workers	70	1.68	na	na
Agricultural, Forestry, Fishing, and Related Occupations	10	0.24	na	na
Production, Construction, Operating, Maintenance, and Material Handling Occupations	930	22.36	na	na
First Line Supervisors and Manager/Supervisors, Production, Construction, Maintenance, and Related Workers	50	1.20	14	10
Production Inspectors, Testers, Graders, Sorters, Samplers, and Weighers	20	0.48	14	3
Maintenance Repairers, General Utility	30	0.72	24	9
All Other Mechanics, Installers, and Repairers	10	0.24	na	na
Menders	10	0.24	33	4
Custom Tailors and Sewers	20	0.48	25	6
Spotters, Dry Cleaning	20	0.48	22	7
Pressers, Delicate Fabrics	50	1.20	24	10
All Other Precision Workers	10	0.24	na	na
Sewing Machine Operators, Garment	10	0.24	23	3
Laundry and Drycleaning Machine Operators and Tenders, except Pressing	200	4.81	19	20
Pressing Machine Operators and Tenders, Textile, Garment, and Related Materials	130	3.13	17	17
Hand Workers	20	0.48	na	na

SIC 72 (continued)

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
Truck Drivers, Light, including Delivery and Route Workers	60	1.44	15	11
Driver/Sales Workers	50	1.20	22	6
All Other Motor Vehicle Operators	20	0.48	na	na
Machine Feeders and Offbearers	110	2.64	31	6
Freight, Stock, and Material Movers, Hand	40	0.96	27	6
Hand Packers and Packagers	10	0.24	7	2
All Other Helpers, Laborers, and Material Movers, Hand	60	1.44	27	3

BUSINESS SERVICES

SIC 73

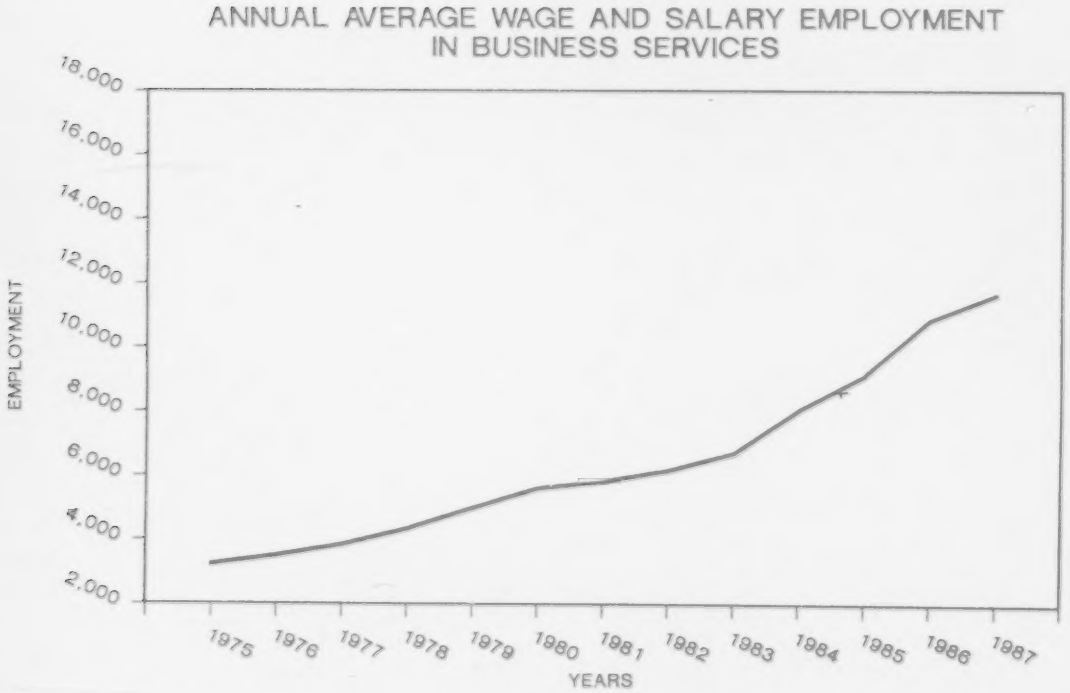
This major group includes establishments primarily engaged in rendering services, not elsewhere classified, to business establishments on a fee or contract basis, such as advertising and mailing services; building maintenance services; employment services; management and consulting services; protective services; equipment rental and leasing (except finance leasing); commercial research, development, and testing; photofinishing; and personnel supply services.

The annual average wage and salary employment in this industry has shown phenomenal growth over the past 12 years. Between 1975 and 1987, employment has grown by 261.5 percent ending this period with a high of 11,654 workers.

In 1987, total wages paid to employees of the business services industry totaled $169.1 million. This equates to an average annual wage of $14,321 per worker.

165d

FIGURE 23



Business Services
SIC 73
June 1987

Ten Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Janitors and Cleaners, except Maids and Housekeeping Cleaners	1,370	11.33
Guards and Watch Guards	900	7.44
Secretaries	670	5.54
General Managers and Top Executives	660	5.46
General Office Clerks	520	4.30
Maids and Housekeeping Cleaners	390	3.23
Data Entry Keyers, except Composing	320	2.65
Stock Clerks, Stockroom, Warehouse, or Storage Yard	280	2.32
Bookkeeping, Accounting, and Auditing Clerks	260	2.15
Truck Drivers, Light, including Delivery and Route Workers	250	2.07
Total	5,620	46.48

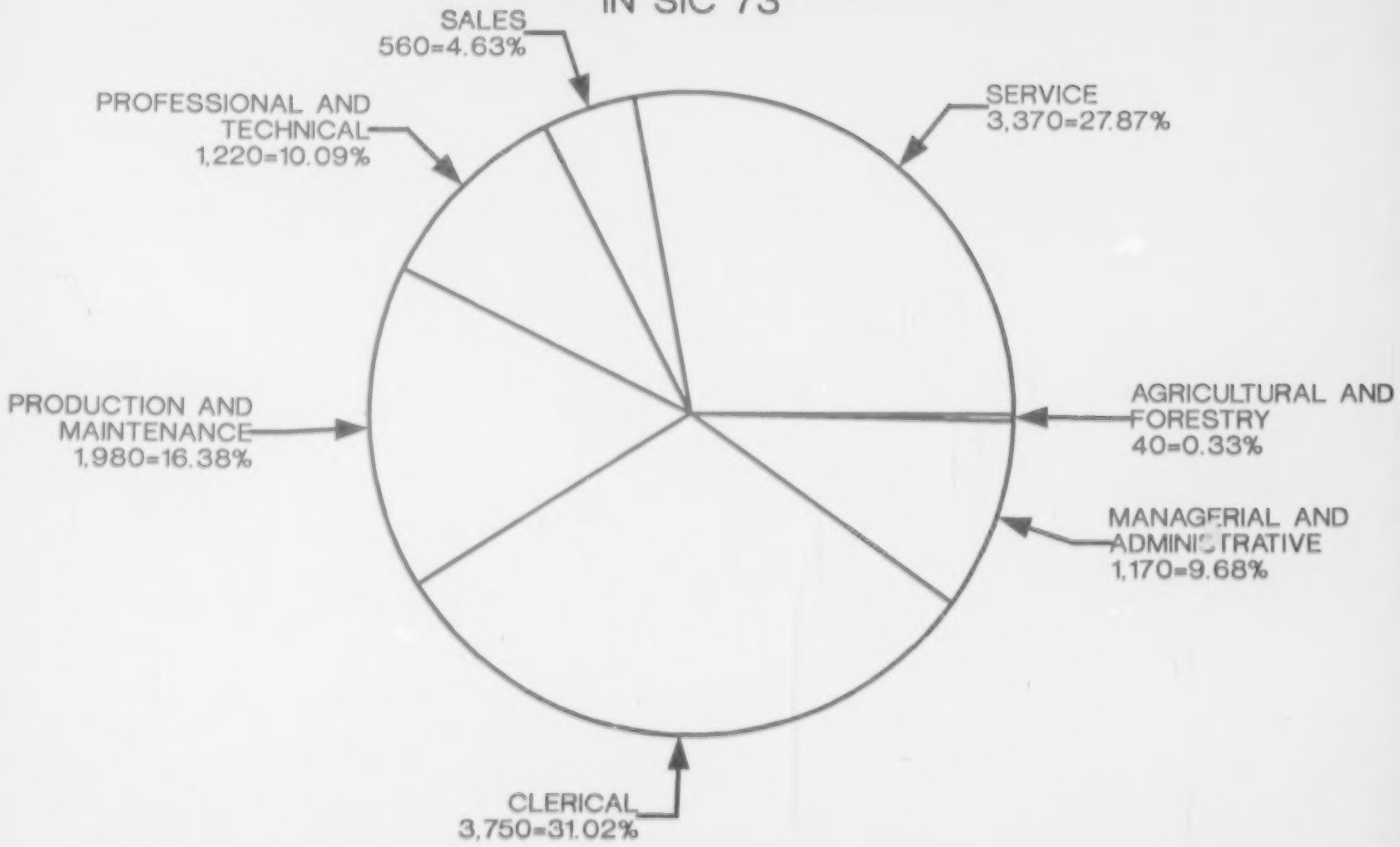
Nine Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
General Managers and Top Executives	660	62
Secretaries	670	43
Bookkeeping, Accounting, and Auditing Clerks	260	29
General Office Clerks	520	25
Janitors and Cleaners, except Maids and Housekeeping Cleaners	1,370	23
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	170	22
Marketing, Advertising, and Public Relations Managers	170	20
Financial Managers	150	19
Receptionists and Information Clerks	160	17

183d

FIGURE 24

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 73



BUSINESS SERVICES
SIC 73
JUNE 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	12,090	100.00	na	na
Managerial and Administrative Occupations	1,170	9.68	na	na
Financial Managers	150	1.24	22	19
Personnel, Training, and Labor Relations Managers	30	0.25	34	8
Purchasing Managers	10	0.08	45	2
Marketing, Advertising, and Public Relations Managers	170	1.41	21	20
Administrative Services Managers	30	0.25	49	5
Engineering, Mathematical, and Natural Sciences Managers	40	0.33	39	5
General Managers and Top Executives	660	5.46	13	62
All Other Managers and Administrators	80	0.66	41	6
Professional, Paraprofessional, and Technical Occupations	1,220	10.09	na	na
Employment Interviewers, Private or Public Employment Service	40	0.33	24	9
All Other Management Support Workers	320	2.65	na	na
Engineers	10	0.08	na	na
Engineering and Related Technicians and Technologists	80	0.66	na	na
Physical Scientists	110	0.91	na	na
Life Scientists	20	0.17	na	na
Systems Analysts, Electronic Data Processing	120	0.99	36	7
Computer Programmers	160	1.32	35	7
Registered Nurses	40	0.33	36	3
All Other Health Professionals, Paraprofessionals, and Technicians	10	0.08	na	na
Public Relations Specialists and Publicity Writers	50	0.41	41	4
Designers	40	0.33	43	4
All Other Professional, Paraprofessional, and Technical Workers	220	1.82	na	na
Sales and Related Occupations	560	4.63	na	na
First Line Supervisors and Manager/Supervisors, Sales and Related Occupations	40	0.33	47	6
Sales Agents, Selected Business Services	100	0.83	40	10
All Other Sales Representatives and Salespersons, Service	20	0.17	na	na
Counter and Rental Clerks	210	1.74	42	4
All Other Sales and Related Workers	190	1.57	na	na
Clerical and Administrative Support Occupations	3,750	31.02	na	na
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	170	1.41	20	22
Adjustment Clerks	10	0.08	20	2
Bill and Account Collectors	40	0.33	23	6
Proofreaders and Copy Markers	20	0.17	6	2
Secretaries	670	5.54	11	43
Receptionists and Information Clerks	160	1.32	16	17
Typists	160	1.32	21	10
Typists, Word Processing Equipment	180	1.49	12	15
File Clerks	80	0.66	16	7
Bookkeeping, Accounting, and Auditing Clerks	260	2.15	21	29
Payroll and Timekeeping Clerks	30	0.25	29	6
General Office Clerks	520	4.30	14	25
Billing, Posting, and Calculating Machine Operators	10	0.08	47	3
Computer Operators	60	0.50	23	8
Data Entry Keyers, except Composing	320	2.65	10	16
All Other Office Machine Operators	20	0.17	na	na
Communications Equipment Operators	150	1.24	na	na
Messengers	70	0.58	16	4
Stock Clerks, Stockroom, Warehouse, or Storage Yard	280	2.32	31	5
All Other Material Recording, Scheduling, and Distribution Workers	200	1.65	na	na
All Other Clerical and Administrative Support Workers	340	2.81	na	na

SIC 73 (continued)

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
Service Occupations	3,370	27.87	na	na
First Line Supervisors and Manager/Supervisors, Service	130	1.08	na	na
Guards and Watch Guards	900	7.44	17	10
All Other Protective Service Workers	180	1.49	na	na
Food and Beverage Preparation and Service Workers	40	0.33	na	na
Health Service Workers	300	2.48	na	na
Maids and Housekeeping Cleaners	390	3.23	29	10
Janitors and Cleaners, except Maids and Housekeeping Cleaners	1,370	11.33	8	23
All Other Cleaning and Building Service Workers	60	0.50	na	na
Agricultural, Forestry, Fishing, and Related Occupations	40	0.33	na	na
Production, Construction, Operating, Maintenance, and Material Handling Occupations	1,980	16.38	na	na
First Line Supervisors and Manager/Supervisors, Production, Construction, Maintenance, and Related Workers	70	0.58	33	4
Production Inspectors, Testers, Graders, Sorters, Samplers, and Weighers	30	0.25	24	2
All Other Inspectors, Testers, and Related Occupations	10	0.08	na	na
Maintenance Repairers, General Utility	80	0.66	28	6
Electrical and Electronic Equipment Mechanics, Installers, and Repairers	20	0.17	na	na
All Other Mechanics, Installers, and Repairers	170	1.41	na	na
Construction and Extractive Workers, except Helpers	90	0.74	na	na
Precision Production Workers	180	1.49	na	na
Machine Setters and Set-up Operators	10	0.08	na	na
Machine Operators and Tenders	160	1.32	na	na
Hand Workers	450	3.72	na	na
Plant and System Occupations	20	0.17	na	na
Truck Drivers, Light, including Delivery and Route Workers	250	2.07	33	6
Industrial Truck and Tractor Operators	30	0.25	49	3
All Other Transportation and Material Moving Equipment Operators	30	0.25	na	na
Hand Packers and Packagers	90	0.74	41	4
All Other Helpers, Laborers, and Material Movers, Hand	290	2.40	na	na

259b

AUTOMOTIVE REPAIR, SERVICES, AND GARAGES

SIC 75

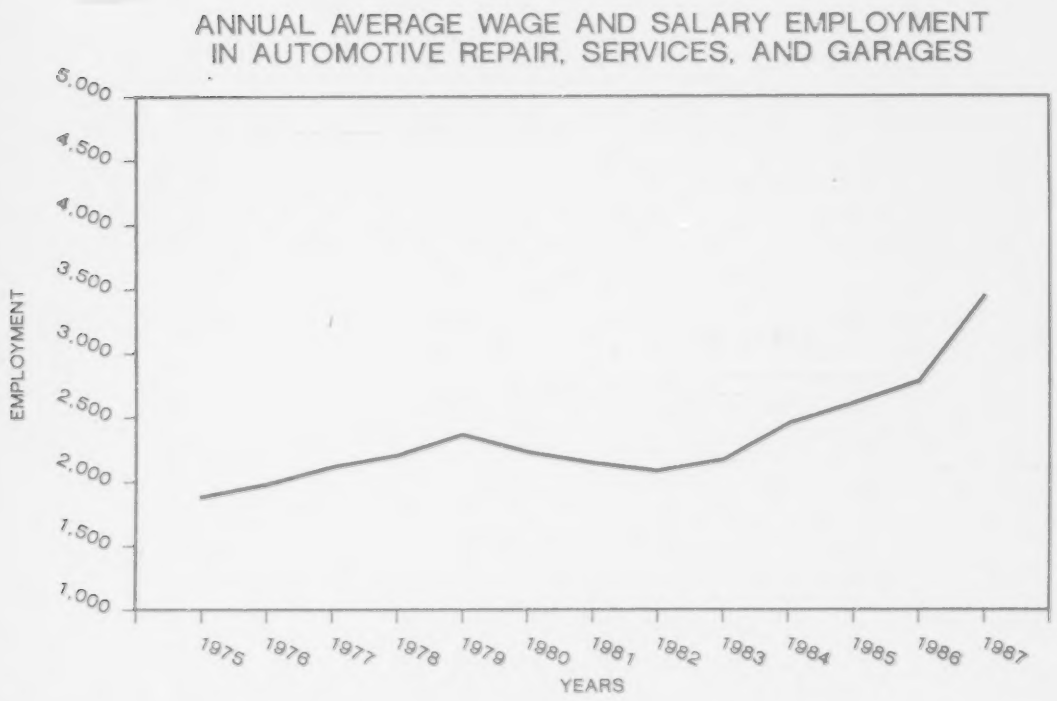
This major group includes establishments primarily engaged in furnishing automotive repair, rental, leasing, and parking services to the general public.

The annual average wage and salary employment in this industry increased by 15.6 percent between 1975 and 1983, or 2 percent annually. However, employment began to surge after this, and between 1983 and 1987 employment increased by 58.5 percent, or 14.6 percent annually.

In 1987, total wages paid to employees of the automotive repair, services, and garages industry totaled $52.1 million. This equates to an average annual wage of $15,373 per worker.

165d

FIGURE 25



Automotive Repair, Services, and Garages
SIC 75
May 1987

Ten Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Automotive Mechanics	550	16.27
Automotive Body and Related Repairers	500	14.79
Bus and Truck Mechanics, and Diesel Engine Specialists	340	10.06
General Managers and Top Executives	240	7.10
Vehicle Washers and Equipment Cleaners	230	6.80
First Line Supervisors and Manager/Supervisors, Mechanics, Installers, and Repairers	190	5.62
Bookkeeping, Accounting, and Auditing Clerks	170	5.03
Helpers, Mechanics and Repairers	120	3.55
Service Station Attendants	120	3.55
Counter and Rental Clerks	110	3.25
Total	2,570	76.04

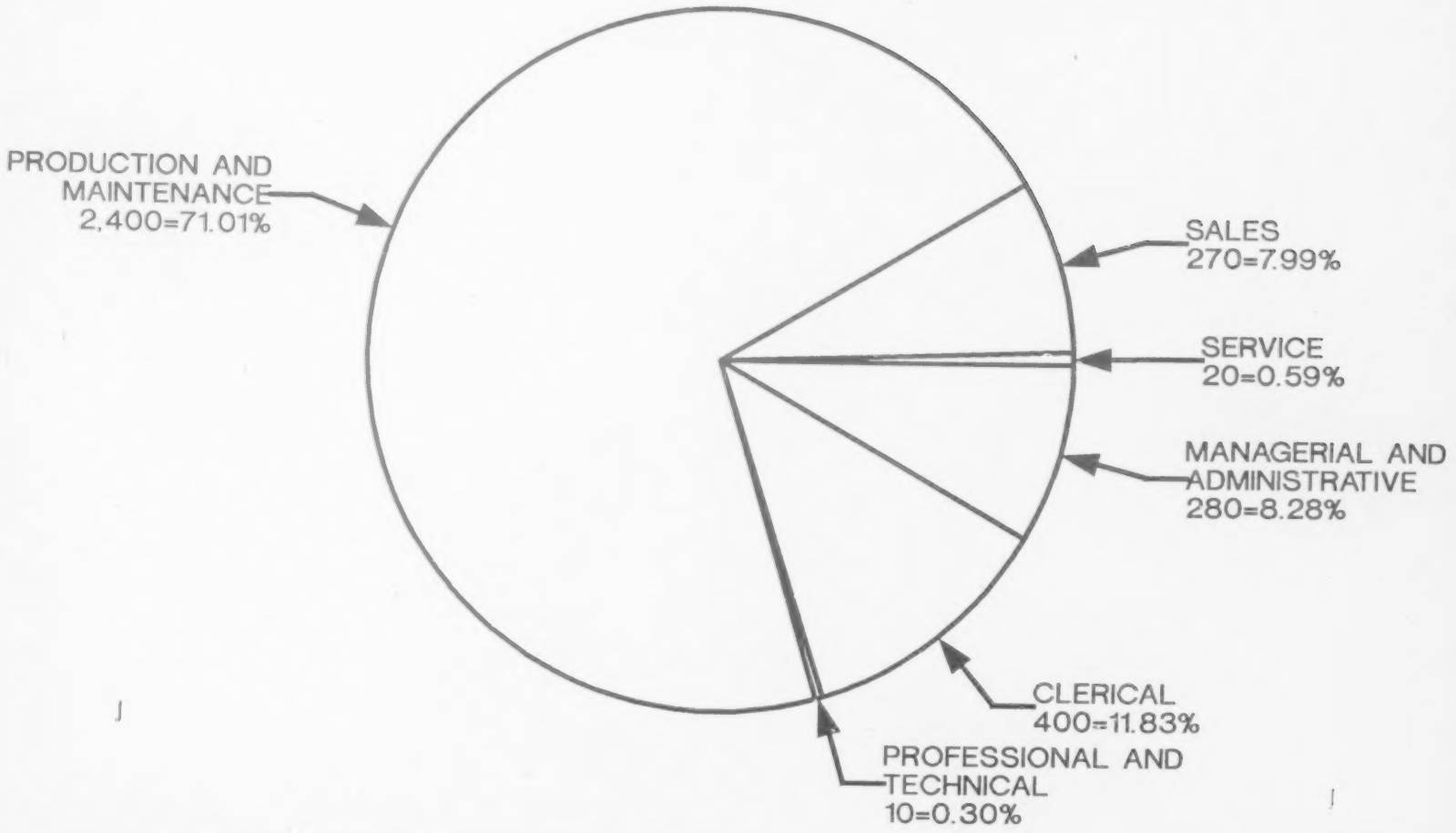
Nine Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
Automotive Mechanics	550	48
General Managers and Top Executives	240	48
Bookkeeping, Accounting, and Auditing Clerks	170	40
First Line Supervisors and Manager/Supervisors, Mechanics, Installers, and Repairers	190	35
Automotive Body and Related Repairers	500	33
Vehicle Washers and Equipment Cleaners	230	23
Secretaries	80	19
General Office Clerks	70	17
Salespersons, Parts	80	17

183d

FIGURE 26

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 75



AUTOMOTIVE REPAIR, SERVICES, AND GARAGES
SIC 75
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	3,380	100.00	na	na
Managerial and Administrative Occupations	280	8.28	na	na
Financial Managers	40	1.18	22	10
General Managers and Top Executives	240	7.10	10	48
Professional, Paraprofessional, and Technical Occupations	10	0.30	na	na
Sales and Related Occupations	270	7.99	na	na
First Line Supervisors and Manager/Supervisors, Sales and Related Occupations	30	0.89	33	8
Salespersons, Parts	80	2.37	21	17
Counter and Rental Clerks	110	3.25	20	11
Cashiers	30	0.89	14	3
All Other Sales and Related Workers	20	0.59	na	na
Clerical and Administrative Support Occupations	400	11.83	na	na
Secretaries	80	2.37	18	19
Receptionists and Information Clerks	30	0.89	30	6
Bookkeping, Accounting, and Auditing Clerks	170	5.03	11	40
General Office Clerks	70	2.07	18	17
Stock Clerks, Stockroom, Warehouse, or Storage Yard	40	1.18	23	9
All Other Clerical and Administrative Support Workers	10	0.30	na	na
Service Occupations	20	0.59	na	na
Janitors and Cleaners, except Maids and Housekeeping Cleaners	20	0.59	31	6
Production, Construction, Operating, Maintenance, and Material Handling Occupations	2,400	71.01	na	na
First Line Supervisors and Manager/Supervisors, Mechanics, Installers, and Repairers	190	5.62	11	35
All Other First Line Supervisors and Manager/Supervisors, Production, Construction, Maintenance and Related	20	0.59	na	na
Mairtenance Repairers, General Utility	20	0.59	21	5
Automotive Mechanics	550	16.27	11	48
Automotive Body and Related Repairers	500	14.79	13	33
Bus and Truck Mechanics, and Diesel Engine Specialists	340	10.06	19	13
All Other Mechanics, Installers, and Repairers	70	2.07	na	na
Precision Metal Workers	10	0.30	na	na
Painters, Transportation Equipment	60	1.78	33	8
Painting, Coating, and Decorating Workers, Hand	20	0.59	34	5
Truck Drivers, Light, including Delivery and Route Workers	30	0.89	32	9
All Other Motor Vehicle Operators	110	3.25	32	5
Service Station Attendants	120	3.55	22	13
All Other Transportation and Related Workers	10	0.30	na	na
Helpers, Mechanics and Repairers	120	3.55	38	8
Vehicle Washers and Equipment Cleaners	230	6.80	13	23

259b

MISCELLANEOUS REPAIR SERVICES

SIC 76

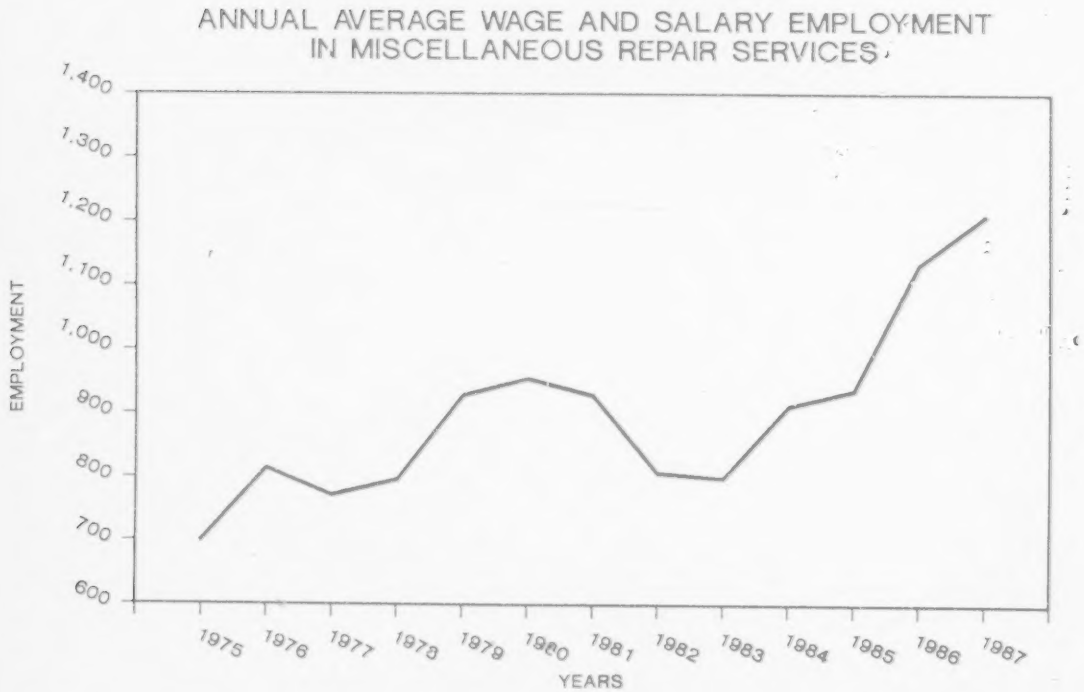
This major group includes establishments engaged in miscellaneous repair services, such as electrical repair shops; watch, clock, and jewelry repair; reupholstery and furniture repair; and bicycle repair, gun repair, and typewriter repair.

The annual average wage and salary employment in this miscellaneous repair services industry fluxuated considerably between 1975 and 1983, ending this 8-year period with only 14.2 percent more workers than it started. However, between 1983 and 1987 employment growth became stronger and more constant as employment gained 51.5 percent, or 12.9 percent annually, ending the period with a high of 1,200 workers.

In 1987, total wages paid to employees in the miscellaneous repair services industry totaled $23.4 million. This equates to an average annual wage of $18,762 per worker.

165d

FIGURE 27



Miscellaneous Repair Services
SIC 76
May 1987

Six Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	130	11.02
Electric Motor, Transformer, and Related Repairers	120	10.17
General Managers and Top Executives	90	7.63
Secretaries	60	5.08
Welders and Cutters	60	5.08
Septic Tank Services and Sewer Pipe Cleaners	50	4.24
Total	510	43.22

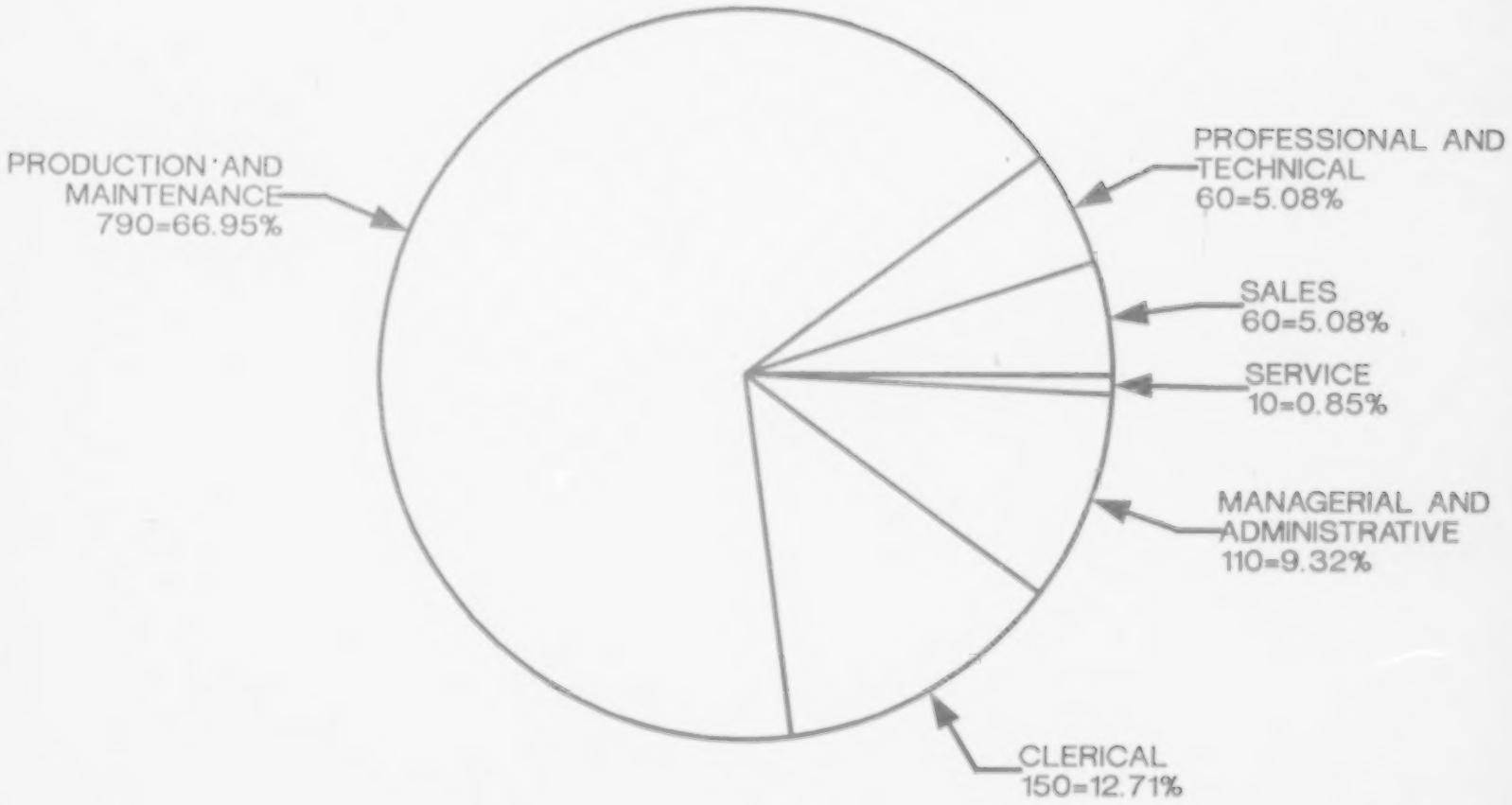
Six Occupations Most Frequently Reported by Employers

Occupation	Employ-ment	Percent of Units Reporting the Occupation
General Managers and Top Executives	90	49
Secretaries	60	42
Bookkeeping, Accounting, and Auditing Clerks	30	27
First Line Supervisors and Manager/Supervisors, Mechanics, Installers, and Repairers	30	20
General Office Clerks	30	20
Sales Representatives, except Scientific and Related Products and Services, and Retail	30	17

183d

FIGURE 28

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 76



MISCELLANEOUS REPAIR SERVICES
SIC 76
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	1,180	100.00	na	na
Managerial and Administrative Occupations	110	9.32	na	na
Financial Managers	20	1.69	29	14
General Managers and Top Executives	90	7.63	10	49
Professional, Paraprofessional, and Technical Occupations	60	5.08	na	na
Purchasing Agents, except Wholesale, Retail, and Farm Products	10	0.85	47	5
Engineering and Related Technicians and Technologists	30	2.54	12	5
All Other Professional, Paraprofessional, and Technical Workers	20	1.69	na	na
Sales and Related Occupations	60	5.08	na	na
First Line Supervisors and Manager/Supervisors, Sales and Related Occupations	10	0.85	31	8
Sales Representatives, except Scientific and Related Products and Services, and Retail	30	2.54	22	17
Salespersons, Retail	20	1.69	33	8
Clerical and Administrative Support Occupations	150	12.71	na	na
Secretaries	60	5.08	13	42
Bookkeeping, Accounting, and Auditing Clerks	30	2.54	16	27
General Office Clerks	30	2.54	21	20
Stock Clerks, Stockroom, Warehouse, or Storage Yard	10	0.85	33	5
All Other Material Recording, Scheduling, and Distributing Workers	10	0.85	na	na
All Other Clerical and Administrative Support Workers	10	0.85	na	na
Service Occupations	10	0.85	na	na
Janitors and Cleaners, except Maids and Housekeeping Cleaners	10	0.85	33	7
Production, Construction, Operating, Maintenance, and Material Handling Occupations	790	66.95	na	na
First Line Supervisors and Manager/Supervisors, Mechanics, Installers, and Repairers	30	2.54	22	20
Maintenance Repairers, General Utility	40	3.39	28	12
Radio Mechanics	30	2.54	44	5
Electronic Home Entertainment Equipment Repairers	20	1.69	40	7
Electric Home Appliance and Power Tool Repairers	20	1.69	34	7
Electric Motor, Transformer, and Related Repairers	120	10.17	19	10
All Other Electrical and Electronic Equipment Mechanics, Installers, and Repairers	20	1.69	na	na
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	130	11.02	17	15
All Other Mechanics, Installers, and Repairers	90	7.63	na	na
Plumbers, Pipefitters, and Steamfitters	20	1.69	37	7
Septic Tank Servicers and Sewer Pipe Cleaners	50	4.24	38	8
Machinists	10	0.85	32	8
Precision Metal Workers	20	1.69	na	na
Precision Woodworkers	10	0.85	na	na
Upholsterers	30	2.54	28	10
Sewing Machine Operators, Nongarment	20	1.69	35	7
Welders and Cutters	60	5.08	25	15
Truck Drivers, Light, including Delivery and Route Workers	30	2.54	25	12
All Other Helpers, Laborers, and Material Movers, Hand	40	3.39	36	7

259b

MOTION PICTURES

SIC 78

This major group includes establishments producing and distributing motion pictures, exhibiting motion pictures in commercially operated theaters, and furnishing services to the motion picture industry.

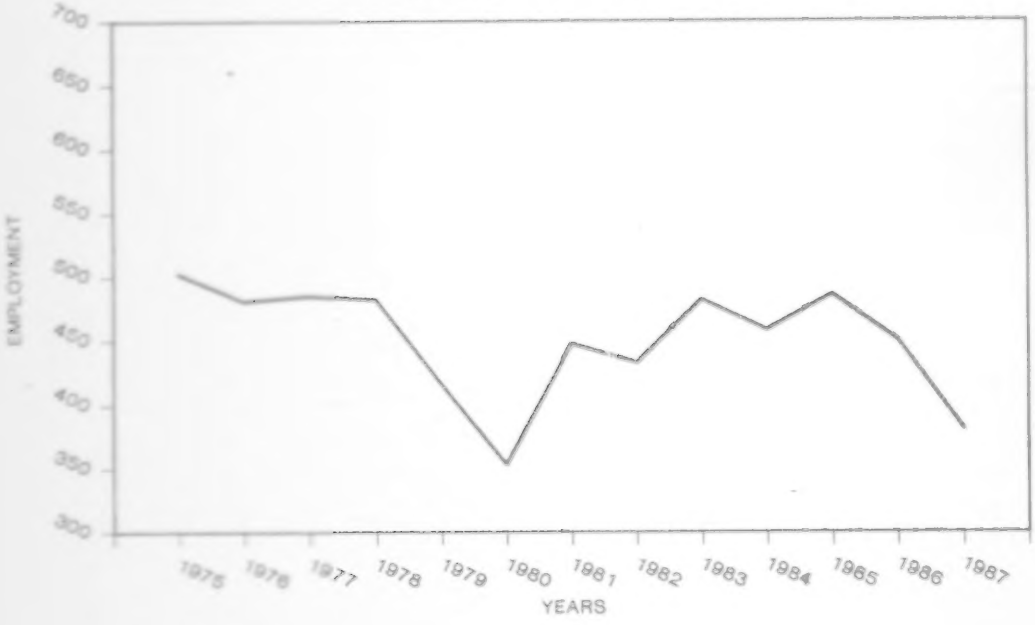
The annual average wage and salary employment in this industry has been very erratic over the 12-year period of 1975 and 1987. This industry ended this period with 24.3 percent less employees than it began. It is the only industry in this year's survey round that lost employment between 1985 and 1987, a time when most industries were adding a significant number of workers.

In 1987, total wages paid to employees in the motion picture industry totaled $3.9 million. This equates to an average annual wage of $9,771 per worker.

165d

FIGURE 29

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT
IN MOTION PICTURES



Motion Pictures
SIC 78
June 1987

Four Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Combined Food Preparation and Service Workers.....	80	20.51
Cashiers.....	60	15.38
Motion Picture Projectionists.....	60	15.38
Ushers, Lobby Attendants, and Ticket Takers.....	40	10.26
Total.....	240	61.54

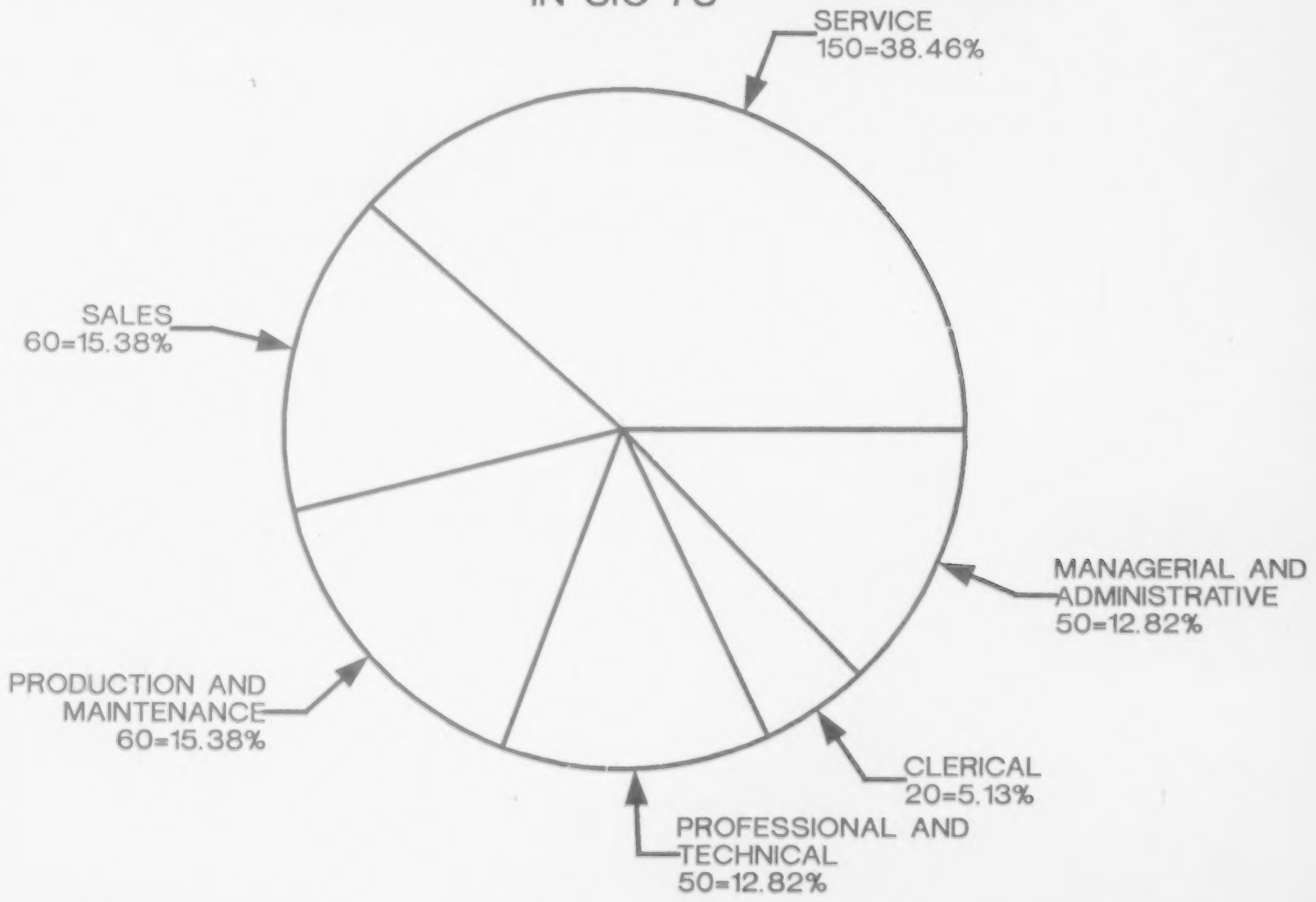
Eight Occupations Most Frequently Reported by Employers

Occupation	Employ-ment	Percent of Units Reporting the Occupation
Motion Picture Projectionists.....	60	68
General Managers and Top Executives.....	30	60
Cashiers.....	60	52
Combined Food Preparation and Service Workers.....	80	48
Janitors and Cleaners, except Maids and Housekeeping Cleaners.....	30	48
Ushers, Lobby Attendants, and Ticket Takers.....	40	40
Producers, Directors, Actors, and Other Entertainers.....	10	24
Camera Operators, Television and Motion Picture...	10	20

183d

FIGURE 30

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 78



MOTION PICTURES
SIC 78
JUNE 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	390	100.00	na	na
Managerial and Administrative Occupations	50	12.82	na	na
Administrative Services Managers	10	2.56	33	16
General Managers and Top Executives	30	7.69	13	60
All Other Managers and Administrators	10	2.56	na	na
Professional, Paraprofessional, and Technical Occupations	50	12.82	na	na
Writers and Editors	10	2.56	29	12
Camera Operators, Television and Motion Picture	10	2.56	29	20
Film Editors	10	2.56	22	12
Producers, Directors, Actors, and Other Entertainers	10	2.56	11	24
All Other Professional, Paraprofessional, and Technical Workers	10	2.56	na	na
Sales and Related Occupations	60	15.38	na	na
Cashiers	60	15.38	14	52
Clerical and Administrative Support Occupations	20	5.13	na	na
Bookkeeping, Accounting, and Auditing Clerks	10	2.56	37	12
All Other Clerical and Administrative Support Workers	10	2.56	na	na
Service Occupations	150	38.46	na	na
Combined Food Preparation and Service Workers	80	20.51	10	48
Janitors and Cleaners, except Maids and Housekeeping Cleaners	30	7.69	11	48
Ushers, Lobby Attendants, and Ticket Takers	40	10.26	15	40
Production, Construction, Operating, Maintenance, and Material Handling Occupations	60	15.38	na	na
Motion Picture Projectionists	60	15.38	10	68

259b

AMUSEMENT AND RECREATION SERVICES, EXCEPT MOTION PICTURES

SIC 79

This major group includes establishments engaged in providing amusement or entertainment on payment of a fee or admission charge, except motion picture theaters.

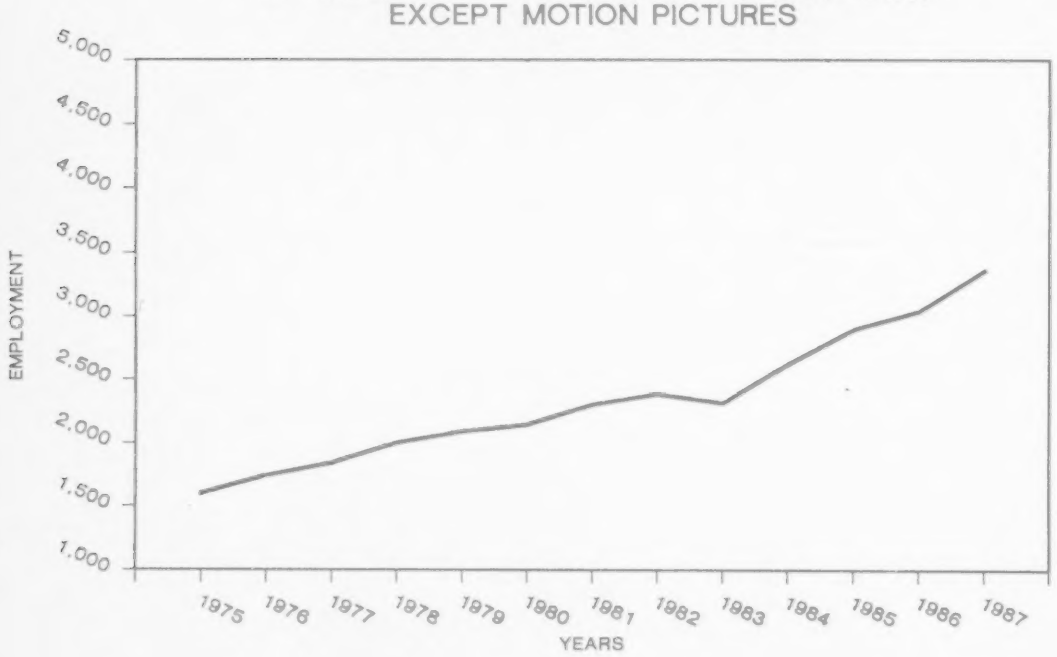
The annual average wage and salary employment in this industry has shown strong steady growth, except for a slight decline between 1982 and 1983. During the 12-year period between 1975 and 1987, employment increased by a total of 110.6 percent, or 9.2 percent annually, adding a total of 1,750 workers.

In 1987, total wages paid to employees in the amusement and recreation services, except motion picture, industry totaled $32.4 million. This equates to an average annual wage of $9,902 per worker.

165d

FIGURE 31

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT
IN AMUSEMENT AND RECREATION SERVICES,
EXCEPT MOTION PICTURES



Amusement and Recreation Services, except Motion Pictures
SIC 79
April 1987

Eight Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Amusement and Recreation Attendants	340	13.13
Gardeners and Groundskeepers, except Farm	230	8.88
Cashiers	210	8.11
Instructors and Coaches, Sports and Physical Training	160	6.18
General Managers and Top Executives	140	5.41
Musicians, Instrumental	140	5.41
Counter and Rental Clerks	80	3.09
Maintenance Repairers, General Utility	80	3.09
Total	1,380	53.28

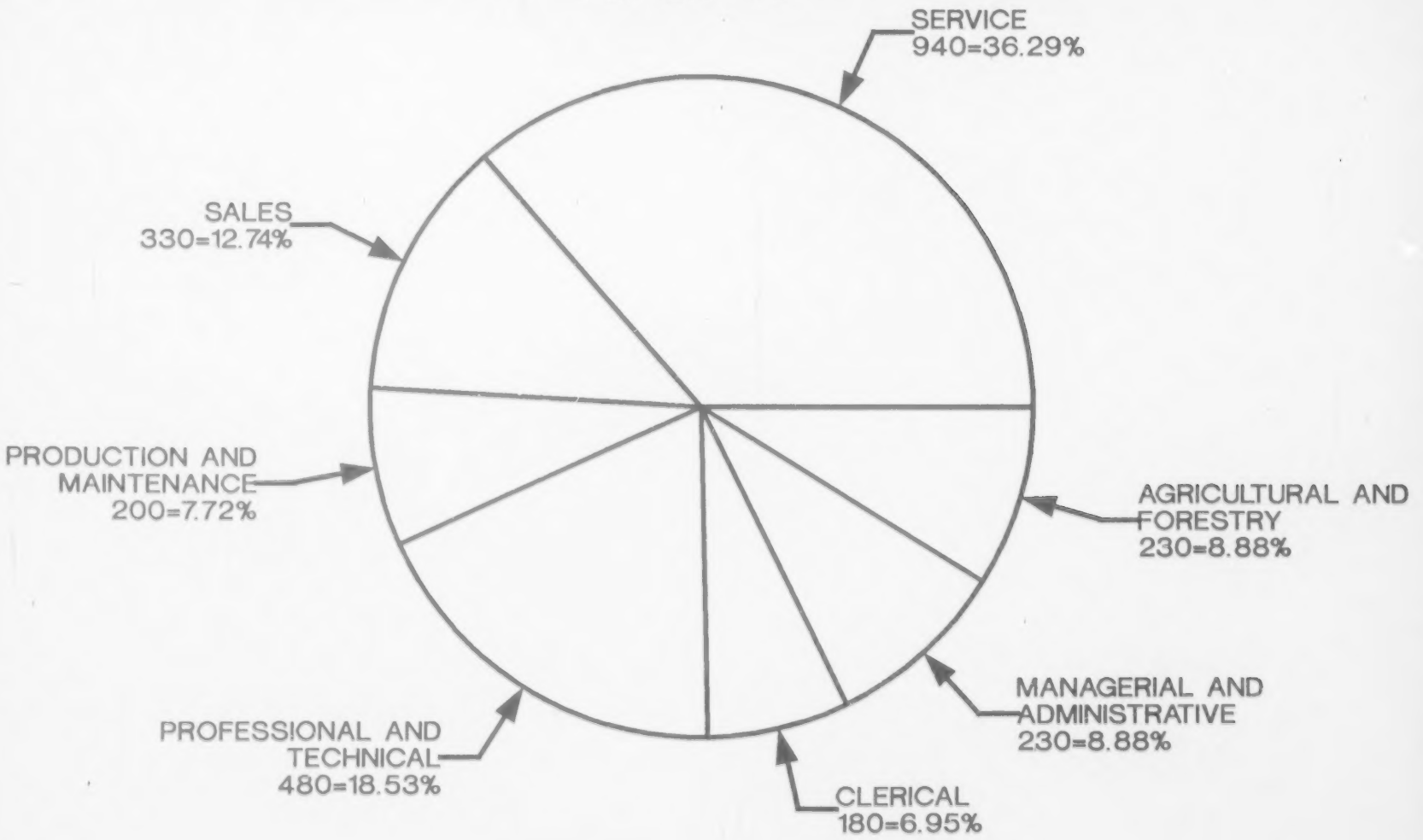
Eight Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
General Managers and Top Executives	140	64
Bookkeeping, Accounting, and Auditing Clerks	60	33
Amusement and Recreation Attendants	340	31
Cashiers	210	31
Secretaries	50	28
Gardeners and Groundskeepers, except Farm	230	27
Maintenance Repairers, General Utility	80	21
Janitors and Cleaners, except Maids and Housekeeping Cleaners	60	20

183d

FIGURE 32

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 79



AMUSEMENT AND RECREATION SERVICES, EXCEPT MOTION PICTURES
SIC 79
APRIL 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	2,590	100.00	na	na
Managerial and Administrative Occupations	230	8.88	na	na
Financial Managers	30	1.16	32	18
Marketing, Advertising, and Public Relations Managers	30	1.16	24	18
Food Service and Lodging Managers	20	0.77	37	10
General Managers and Top Executives	140	5.41	11	64
All Other Managers and Administrators	10	0.39	na	na
Professional, Paraprofessional, and Technical Occupations	480	18.53	na	na
Accountants and Auditors	10	0.39	48	7
Instructors, Nonvocational Education	30	1.16	14	8
Instructors and Coaches, Sports and Physical Training	160	6.18	17	18
Health Practitioners, Technologists, Technicians, and Related Health Occupations	20	0.77	14	5
Musicians, Instrumental	140	5.41	12	7
Athletes, Coaches, Umpires, and Related Occupations	40	1.54	38	5
All Other Professional, Paraprofessional, and Technical Workers	80	3.09	na	na
Sales and Related Occupations	330	12.74	na	na
Counter and Rental Clerks	80	3.09	39	10
Cashiers	210	8.11	20	31
All Other Sales and Related Workers	40	1.54	na	na
Clerical and Administrative Support Occupations	180	6.95	na	na
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	10	0.39	24	10
Secretaries	50	1.93	16	28
Receptionists and Information Clerks	30	1.16	25	18
Bookkeeping, Accounting, and Auditing Clerks	60	2.32	24	33
General Office Clerks	10	0.39	24	7
Office Machine Operators	10	0.39	na	na
All Other Clerical and Administrative Support Workers	10	0.39	na	na
Service Occupations	940	36.29	na	na
First Line Supervisors and Manager/Supervisors, Service	10	0.39	na	na
Guards and Watch Guards	60	2.32	50	10
Waiters and Waitresses	60	2.32	12	8
Dining Room and Cafeteria Attendants, and Bartender Helpers	20	0.77	22	7
Cooks, Restaurant	30	1.16	16	11
Food Preparation Workers	20	0.77	26	10
Combined Food Preparation and Service Workers	70	2.70	31	7
All Other Food Service Workers	140	5.41	na	na
Maids and Housekeeping Cleaners	30	1.16	22	8
Janitors and Cleaners, except Maids and Housekeeping Cleaners	60	2.32	32	20
Amusement and Recreation Attendants	340	13.13	20	31
Ushers, Lobby Attendants, and Ticket Takers	40	1.54	47	7
Child Care Workers	30	1.16	12	5
All Other Service Workers	30	1.16	na	na
Agricultural, Forestry, Fishing, and Related Occupations	230	8.88	na	na
Gardeners and Groundskeepers, except Farm	230	8.88	22	27

SIC 79 (continued)

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
Production, Construction, Operating, Maintenance, and Material Handling Occupations	200	7.72	na	na
First Line Supervisors and Manager/Supervisors, Production, Construction, Maintenance, and Related	10	0.39	38	8
Inspectors and Related Occupations	10	0.39	na	na
Maintenance Repairers, General Utility	80	3.09	28	21
All Other Mechancis, Installers, and Repairers	60	2.32	na	na
Construction Trades Workers	10	0.39	na	na
Transportation and Material Moving Equipment Operators	10	0.39	na	na
Freight, Stock, and Material Movers, Hand	10	0.39	na	na
All Other Helpers, Laborers, and Material Movers, Hand	10	0.39	na	na

259b

HEALTH SERVICES, EXCEPT HOSPITALS

SIC 80 EXCEPT 806

This major group includes establishments, other than hospitals, primarily engaged in furnishing medical and other health services to persons.

The annual average wage and salary employment in this industry has shown consistently strong growth for many years. In the 12-year period between 1975 and 1987 employment more than doubled, adding nearly 10,600 workers.

In 1987, total wages paid to employees in the health services, except hospitals, industry totaled $349.0 million. This equates to an average annual wage of $16,726 per worker.

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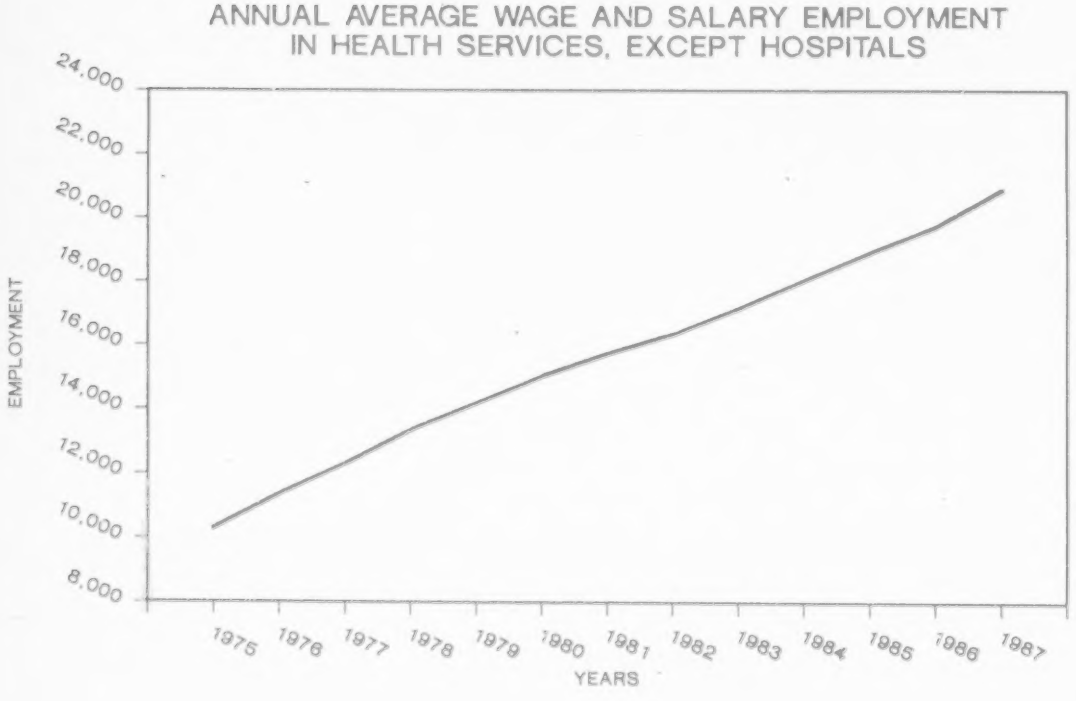
FIGURE 33



Health Services, except Hospitals
SIC 80 except 806
April 1987

Ten Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Nursing Aides, Orderlies, and Attendants	5,410	26.20
Registered Nurses	1,560	7.55
Licensed Practical Nurses	1,090	5.28
Physicians and Surgeons	960	4.65
Food Preparation Workers	780	3.78
Medical Secretaries	730	3.54
Maids and Housekeeping Cleaners	660	3.20
Receptionists and Information Clerks	650	3.15
Dental Assistants	570	2.76
Dental Hygienists	570	2.76
Total	12,980	62.86

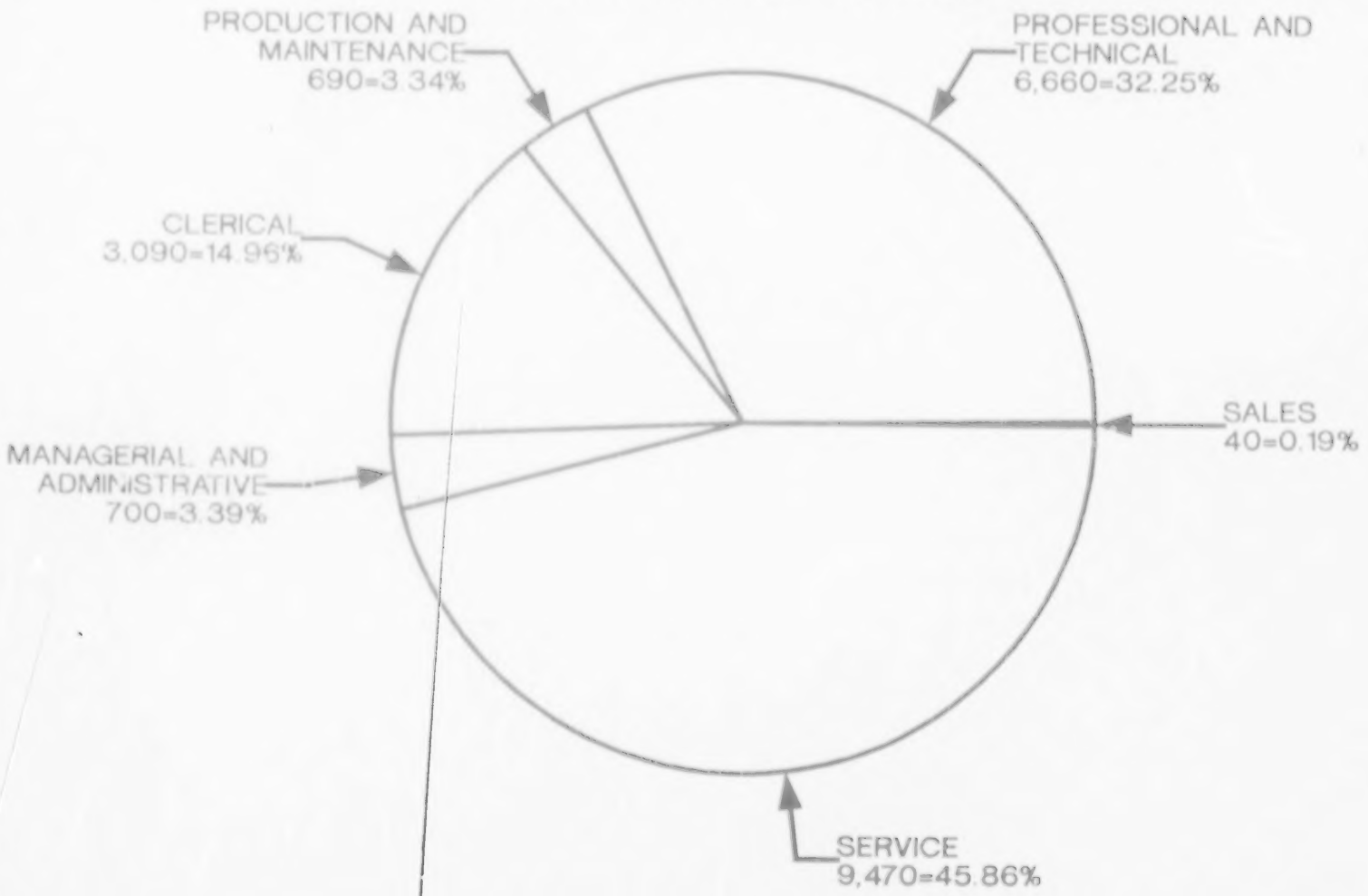
Nine Occupations Most Frequently Reported by Employers

Occupation	Employ-ment	Percent of Units Reporting the Occupation
Registered Nurses	1,560	43
Receptionists and Information Clerks	650	42
Medical Secretaries	730	40
Physicians and Surgeons	960	37
Bookkeeping, Accounting, and Auditing Clerks	370	33
Licensed Practical Nurses	1,090	28
Medicine and Health Services Managers	260	23
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	230	22
Dental Assistants	570	21

183d

FIGURE 34

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 80 EXCEPT 806



HEALTH SERVICES, EXCEPT HOSPITALS
SIC 80, EXCEPT 806
APRIL 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	20,650	100.00	na	na
Managerial and Administrative Occupations	700	3.39	na	na
Financial Managers	70	0.34	35	12
Personnel, Training, and Labor Relations Managers	20	0.10	39	5
Administrative Services Managers	70	0.34	25	6
Medicine and Health Services Managers	260	1.26	14	23
Food Service and Lodging Managers	60	0.29	27	6
General Managers and Top Executives	170	0.82	18	19
All Other Managers and Administrators	50	0.24	na	na
Professional, Paraprofessional, and Technical Occupations	6,660	32.25	na	na
Management Support Workers	60	0.29	na	na
Life Scientists	30	0.15	na	na
Social Workers, except Medical and Psychiatric	60	0.29	25	6
Social Service Technicians	200	0.97	39	5
Recreation Workers	120	0.58	19	8
All Other Social Scientists and Social Science Related Workers	500	2.42	na	na
Nursing Instructors, Postsecondary	20	0.10	50	3
All Other Teachers and Instructors	70	0.34	na	na
Physicians and Surgeons	960	4.65	11	37
Dentists	190	0.92	17	11
Occupational Therapists	20	0.10	34	3
Recreational Therapists	90	0.44	26	6
All Other Therapists	230	1.11	na	na
Registered Nurses	1,560	7.55	7	43
Licensed Practical Nurses	1,090	5.28	7	28
Physician's Assistants	170	0.82	26	10
Dietitians and Nutritionists	70	0.34	30	7
Dietetic Technicians	40	0.19	45	3
Medical and Clinical Laboratory Technologists	120	0.58	38	5
Medical and Clinical Laboratory Technicians	80	0.39	32	7
Dental Hygienists	570	2.76	8	19
Medical Records Technicians and Technologists	20	0.10	47	3
Radiologic Technologists	180	0.87	31	6
Radiologic Technicians	120	0.58	35	8
All Other Health Professionals, Paraprofessionals, and Technicians	70	0.34	na	na
All Other Professional, Paraprofessional, and Technical Workers	20	0.10	na	na
Sales and Related Occupations	40	0.19	na	na
Cashiers	20	0.10	23	4
All Other Sales and Related Workers	20	0.10	na	na
Clerical and Administrative Support Occupations	3,090	14.96	na	na
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	230	1.11	23	22
Bill and Account Collectors	20	0.10	21	4
Medical Secretaries	730	3.54	13	40
All Other Secretaries	320	1.55	22	16
Receptionists and Information Clerks	650	3.15	11	42
Typists	150	0.73	28	11
File Clerks	80	0.39	43	6
Bookkeeping, Accounting, and Auditing Clerks	370	1.79	15	33
Payroll and Timekeeping Clerks	30	0.15	27	6
Billing, Cost, and Rate Clerks	100	0.48	30	8
General Office Clerks	260	1.26	19	19
Billing, Posting, and Calculating Machine Operators	50	0.24	38	5
Data Entry Keyers, except Composing	10	0.05	22	3
Switchboard Operators	20	0.10	27	5
Material Recording, Scheduling, and Distributing Workers	20	0.10	na	na
All Other Clerical and Administrative Support Workers	50	0.24	na	na

SIC 80 (continued)

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
Service Occupations	9,470	45.86	na	na
Housekeepers	150	0.73	35	10
All Other First Line Supervisors and Manager/Supervisors, Service	90	0.44	31	4
Food Servers, Outside	170	0.82	43	3
Cooks, Institution or Cafeteria	330	1.60	10	11
Food Preparation Workers	780	3.78	13	8
All Other Food Service Workers	20	0.10	na	na
Dental Assistants	570	2.76	7	21
Medical Assistants	450	2.18	33	17
Nursing Aides, Orderlies, and Attendants	5,410	26.20	5	18
Home Health Aides	380	1.84	18	7
All Other Health Service Workers	200	0.97	na	na
Maids and Housekeeping Cleaners	660	3.20	8	18
Janitors and Cleaners, except Maids and Housekeeping Cleaners	180	0.87	16	15
Social Welfare Service Aides	80	0.39	32	3
Production, Construction, Operating, Maintenance, and Material Handling Occupations	690	3.34	na	na
First Line Supervisors and Manager/Supervisors, Production, Construction, Maintenance and Related Workers	20	0.10	na	na
Maintenance Repairers, General Utility	160	0.77	18	12
All Other Mechanics, Installers, and Repairers	10	0.05	na	na
Precision Dental Laboratory Technicians	120	0.58	43	6
All Other Precision Workers	10	0.05	na	na
Laundry and Drycleaning Machine Operators and Tenders, except Pressing	310	1.50	16	8
Hand Workers	10	0.05	na	na
Truck Drivers, Light, including Delivery and Route Workers	50	0.24	42	3

259b

LEGAL SERVICES

SIC 81

This major group includes establishments engaged in offering legal advice or legal services the head or heads of which are members of the bar.

The annual average wage and salary employment in this industry has grown steadily, increasing by 151 percent between 1975 and 1987. This translates to an average annual employment increase of 12.6 percent.

In 1987, total wages paid to employees in the legal services industry totaled $89.5 million. This equates to an average annual wage of $25,675 per worker.

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FIGURE 35

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT
IN LEGAL SERVICES

Legal Services
SIC 81
May 1987

Five Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Legal Secretaries	1,520	43.80
Lawyers	950	27.38
Paralegal Personnel	410	11.82
Bookkeeping, Accounting, and Auditing Clerks	180	5.19
Receptionists and Information Clerks	130	3.75
Total	3,190	91.93

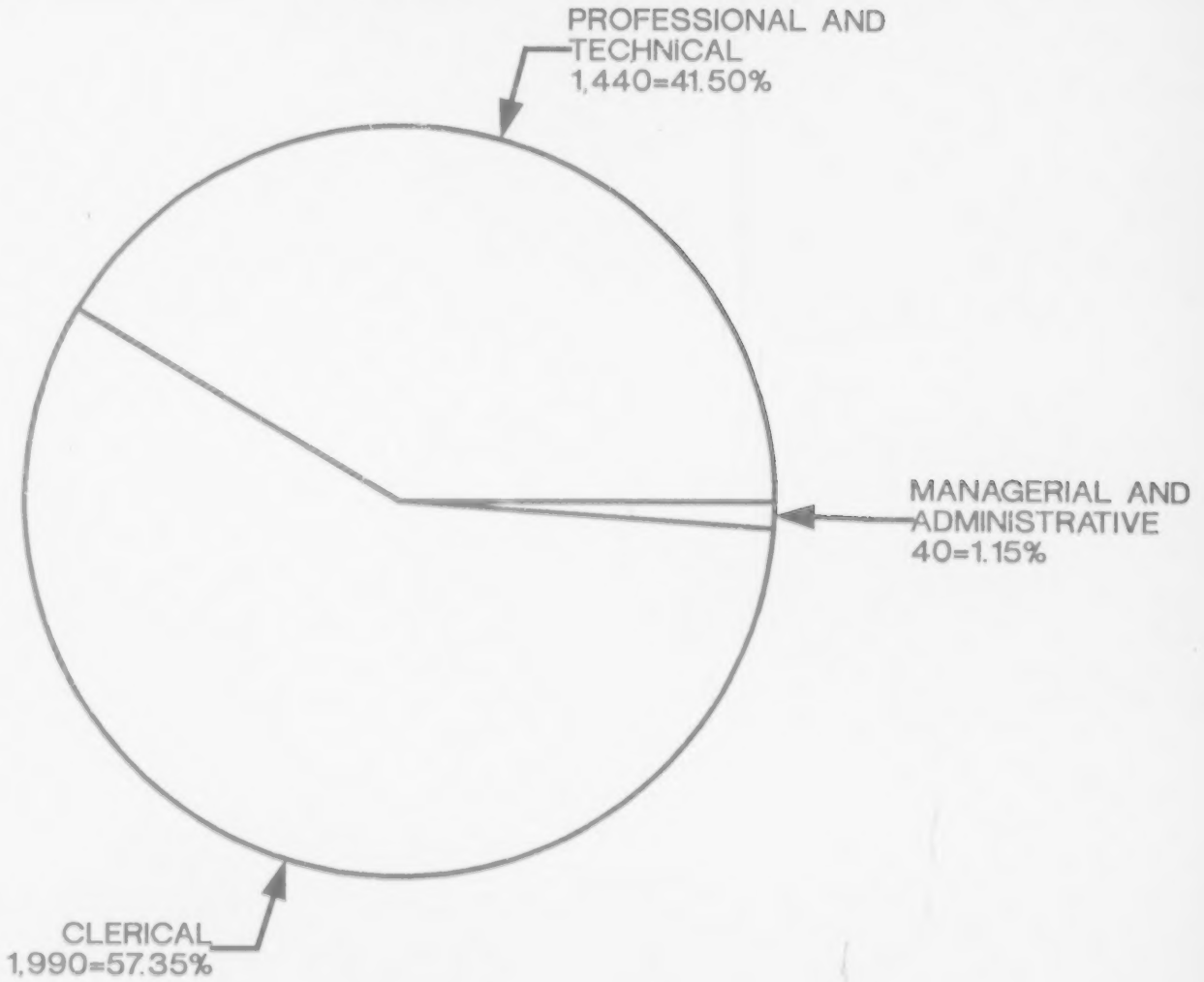
Six Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
Legal Secretaries	1,520	100
Lawyers	950	81
Paralegal Personnel	410	69
Bookkeeping, Accounting, and Auditing Clerks	180	59
Receptionists and Information Clerks	130	56
General Managers and Top Executives	30	24

183d

FIGURE 36

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 81



LEGAL SERVICES
SIC 81
MAY 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	3,470	100.0	na	na
Managerial and Administrative Occupations	40	1.15	na	na
Financial Managers	10	0.29	29	11
General Managers and Top Executives	30	0.86	34	24
Professional, Paraprofessional, and Technical Occupations	1,440	41.50	na	na
Lawyers	950	27.38	7	81
Law Clerks	30	0.86	42	11
Paralegal Personnel	410	11.82	12	69
All Other Legal Assistants and Technicians, except Clerical	40	1.15	na	na
All Other Professional, Paraprofessional, and Technical Workers	10	0.29	na	na
Clerical and Administrative Support Occupations	1,990	57.35	na	na
Legal Secretaries	1,520	43.80	5	100
Receptionists and Information Clerks	130	3.75	18	56
Typists, Word Processing Equipment	30	0.86	15	17
File Clerks	10	0.29	41	7
Bookkeeping, Accounting, and Auditing Clerks	180	5.19	12	59
General Office Clerks	20	0.58	43	13
Data Entry Keyers, except Composing	10	0.29	24	11
Messengers	10	0.29	21	13
All Other Clerical and Administrative Support Occupations	80	2.31	na	na

259b

SOCIAL SERVICES

SIC 83

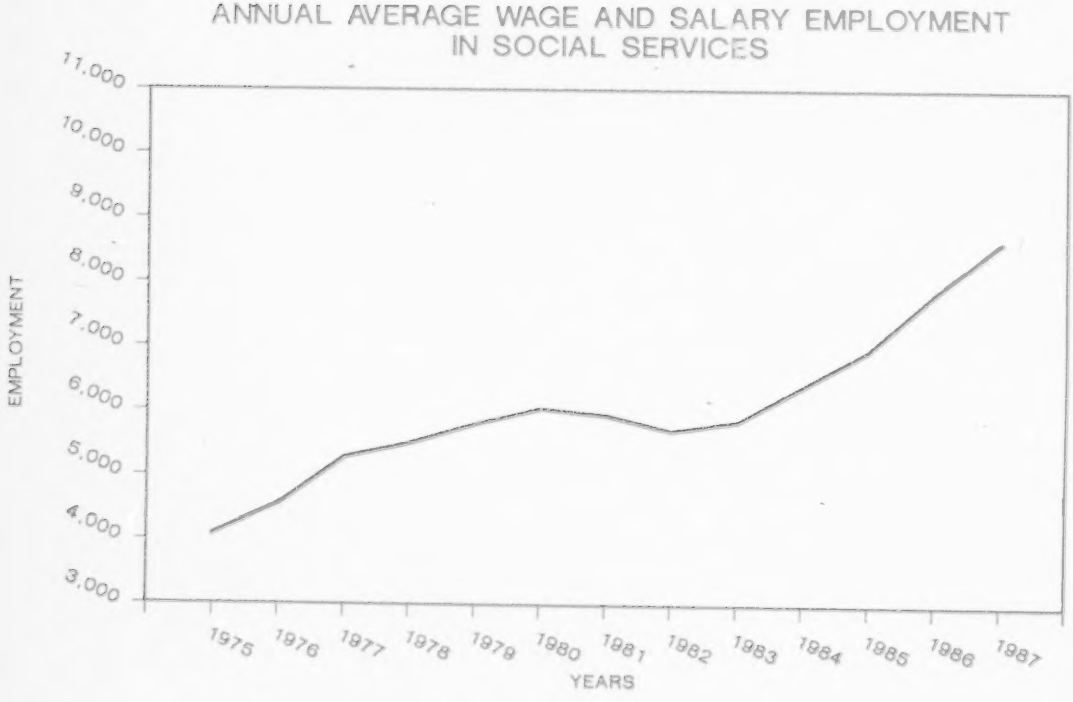
This major group includes establishments providing social services and rehabilitation services to those persons with social or personal problems requiring special services and to the handicapped and the disadvantaged.

The annual average wage and salary employment in the social services industry has enjoyed steady growth over the past twelve years except for a short spell between 1980 and 1982 when employment declined by 5.6 percent. In the past 5-year period between 1982 and 1987, employment made gains of 51.7 percent, adding nearly 3,000 workers to the payrolls.

In 1987, total wages paid to employees in the social services industry totaled $86.6 million. This equates to an average annual wage of $10,488 per worker.

165d

FIGURE 37



Social Services
SIC 83
April 1987

Twelve Occupations with the Greatest Number of Workers

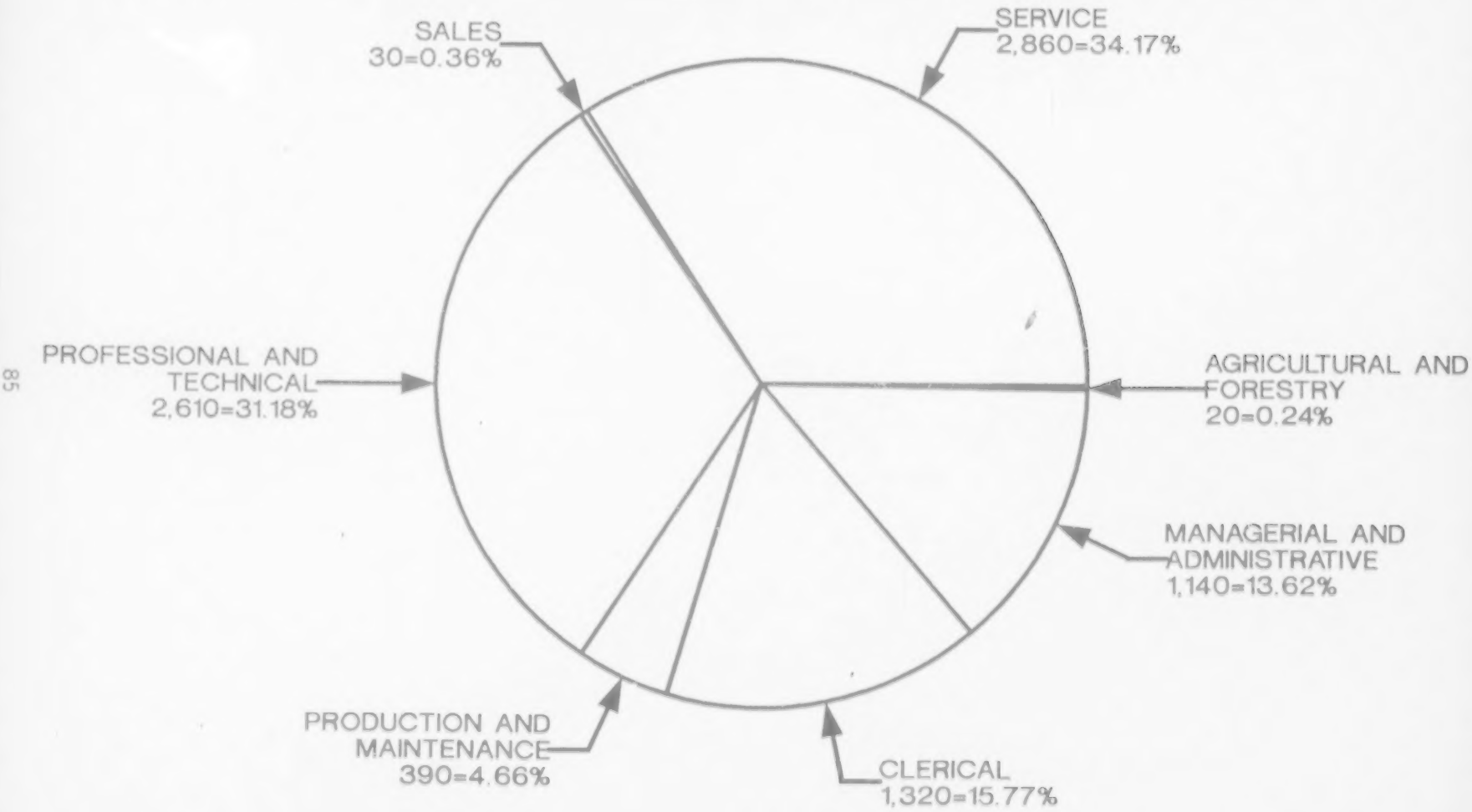
Occupation	Employment	Percent of Total Employment
Home Health Aides	630	7.53
Teachers, Preschool and Kindergarten	610	7.29
Nursing Aides, Orderlies, and Attendants	550	6.57
Teacher Aides and Educational Assistants, Clerical	490	5.85
Social Workers, except Medical and Psychiatric	480	5.73
Social Service Technicians	360	4.30
General Managers and Top Executives	340	4.06
Cooks, Institution or Cafeteria	310	3.70
Secretaries	290	3.46
Child Care Workers	270	3.23
Social Welfare Service Aides	260	3.11
Food Preparation Workers	200	2.39
Total	4,790	57.23

Eleven Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
General Managers and Top Executives	340	70
Secretaries	290	58
Financial Managers	140	51
Bookkeeping, Accounting, and Auditing Clerks	130	48
Cooks, Institution or Cafeteria	310	44
Social Workers, except Medical and Psychiatric	480	37
Janitors and Cleaners, except Maids and Housekeeping Cleaners	170	35
Teachers, Preschool and Kindergarten	610	32
Receptionists and Information Clerks	90	28
Education Administrators	130	27
Social Service Technicians	360	27

FIGURE 38

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 83



SOCIAL SERVICES
SIC 83
APRIL 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	8,370	100.00	na	na
Managerial and Administrative Occupations	1,140	13.62	na	na
Financial Managers	140	1.67	15	51
Personnel, Training, and Labor Relations Managers	30	0.36	23	17
Marketing, Advertising, and Public Relations Managers	10	0.12	18	11
Administrative Services Managers	100	1.19	26	22
Education Administrators	130	1.55	29	27
Medicine and Health Services Managers	130	1.55	28	23
Food Service and Lodging Managers	100	1.19	29	25
General Managers and Top Executives	340	4.06	14	70
All Other Managers and Administrators	160	1.91	na	na
Professional, Paraprofessional, and Technical Occupations	2,610	31.18	na	na
Accountants and Auditors	40	0.48	36	16
All Other Financial Specialists	10	0.12	na	na
Employment Interviewers, Private or Public Employment Service	30	0.36	10	9
Personnel, Training, and Labor Relations Specialists	10	0.12	48	5
All Other Management Support Workers	30	0.36	na	na
Social Scientists	30	0.36	na	na
Social Workers, Medical and Psychiatric	120	1.43	47	10
Social Workers, except Medical and Psychiatric	480	5.73	20	37
Social Service Technicians	360	4.30	13	27
Teachers, Preschool and Kindergarten	610	7.29	22	32
Teachers and Instructors, Vocational Education and Training	100	1.19	40	10
Instructors, Nonvocational Education	100	1.19	36	9
All Other Teachers and Related Workers	100	1.19	na	na
Vocational and Educational Counselors	70	0.84	23	5
Instructional Coordinators	20	0.24	22	7
Physicians and Surgeons	10	0.12	13	4
Recreational Therapists	10	0.12	25	5
All Other Therapists	30	0.36	na	na
Registered Nurses	100	1.19	19	19
Licensed Practical Nurses	70	0.84	32	11
Dietitians and Nutritionists	40	0.48	23	16
Medical Records Technicians and Technologists	10	0.12	3	4
All Other Health Professionals, Paraprofessionals, and Technicians	50	0.60	na	na
Public Relations Specialists and Publicity Writers	10	0.12	na	9
All Other Professional, Paraprofessional, and Technical Workers	170	2.03	na	na
Sales and Related Occupations	30	0.36	na	na
Clerical and Administrative Support Occupations	1,320	15.77	na	na
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	70	0.84	23	16
Welfare Eligibility Workers and Interviewers	30	0.36	na	7
Teacher Aides and Educational Assistants, Clerical	490	5.85	20	25
Secretaries	290	3.46	15	58
Receptionists and Information Clerks	90	1.08	20	28
Typists	30	0.36	31	12
Typists, Word Processing Equipment	10	0.12	28	9
Bookkeeping, Accounting, and Auditing Clerks	130	1.55	16	48
Payroll and Timekeeping Clerks	20	0.24	25	10
Billing, Cost, and Rate Clerks	20	0.24	8	10
General Office Clerks	50	0.60	29	17
Computer Operators, except Peripheral Equipment	10	0.12	5	7
Data Entry Keyers, except Composing	20	0.24	7	10
Material Recording, Scheduling, and Distributing Workers	30	0.36	na	na
All Other Clerical and Administrative Support Workers	30	0.36	na	na

SIC 83 (continued)

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
Service Occupations	2,860	34.17	na	na
Housekeepers	30	0.36	33	10
All Other First Line Supervisors and Manager/Supervisors, Service	50	0.60	16	16
Protective Service Workers	60	0.72	na	na
Cooks, Institution or Cafeteria	310	3.70	13	44
Food Preparation Workers	200	2.39	17	22
All Other Food Service Workers	80	0.96	na	na
Nursing Aides, Orderlies, and Attendants	550	6.57	19	17
Home Health Aides	630	7.53	10	12
All Other Health Service Workers	80	0.96	49	4
Maids and Housekeeping Cleaners	150	1.79	17	23
Janitors and Cleaners, except Maids and Housekeeping Cleaners	170	2.03	13	35
Social Welfare Service Aides	260	3.11	30	9
Child Care Workers	270	3.23	33	12
All Other Service Workers	20	0.24	na	na
Agricultural, Forestry, Fishing, and Related Occupations	20	0.24	na	na
Production, Construction, Operating, Maintenance, and Material Handling Occupations	390	4.66	na	na
First Line Supervisors and Manager/Supervisors, Production, Construction, Maintenance, and Related	60	0.72	14	17
Inspectors, Testers, and Related Occupations	10	0.12	na	na
Maintenance Repairers, General Utility	90	1.08	17	25
Carpenters	60	0.72	3	9
All Other Construction and Extractive Workers, except Helpers	50	0.60	na	na
Laundry and Drycleaning Machine Operators and Tenders, except Pressing	20	0.24	44	6
Bus Drivers	50	0.60	14	11
Bus Drivers, School	20	0.24	8	6
All Other Motor Vehicle Operators	20	0.24	na	na
Freight, Stock, and Material Movers, Hand	10	0.12	na	na

259b

MEMBERSHIP ORGANIZATIONS, EXCEPT RELIGIOUS

SIC 86 EXCEPT 866

This major group includes organizations, other than religious organizations, operating on a membership basis for the promotion of the interests of the members, such as trade associations, professional membership organizations, labor unions and similar labor organizations, and political organizations.

The annual average wage and salary employment in this industry enjoyed strong growth between 1975 and 1980, increasing by 38.9 percent, or 7.8 percent annually. However, between 1980 and 1982 employment dropped by 6.8 percent. Recovery has been slow, as employment increased by only 13.8 percent between 1982 and 1987, or 2.8 percent annually.

In 1987, total wages paid to employees in membership organizations other than religious totaled $29.5 million. This equates to an average annual wage of $10,147 per worker.

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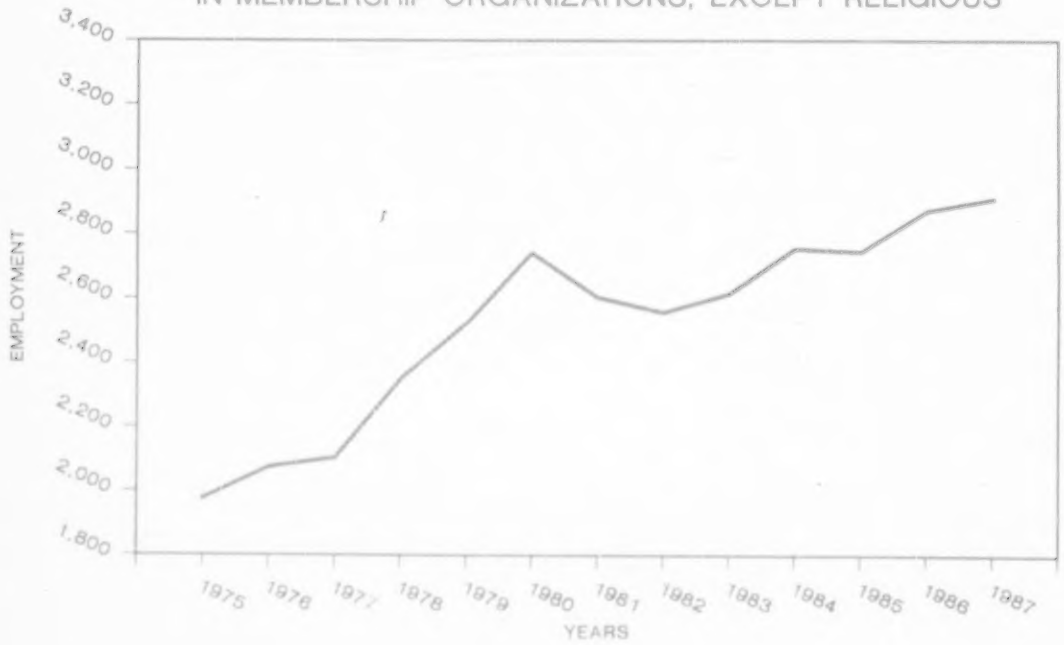
FIGURE 39

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT
IN MEMBERSHIP ORGANIZATIONS, EXCEPT RELIGIOUS



Membership Organizations, except Religious
SIC 86 except 866
April 1987

Ten Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Bartenders	380	13.87
Personnel, Training, and Labor Relations Specialists	320	11.68
General Managers and Top Executives	230	8.39
Secretaries	220	8.03
Instructors and Coaches, Sports and Physical Training	150	5.47
Janitors and Cleaners, except Maids and Housekeeping Cleaners	110	4.01
Bookkeeping, Accounting, and Auditing Clerks	100	3.65
Recreation Workers	90	3.28
Financial Managers	80	2.92
Waiters and Waitresses	80	2.92
Total	1,760	64.23

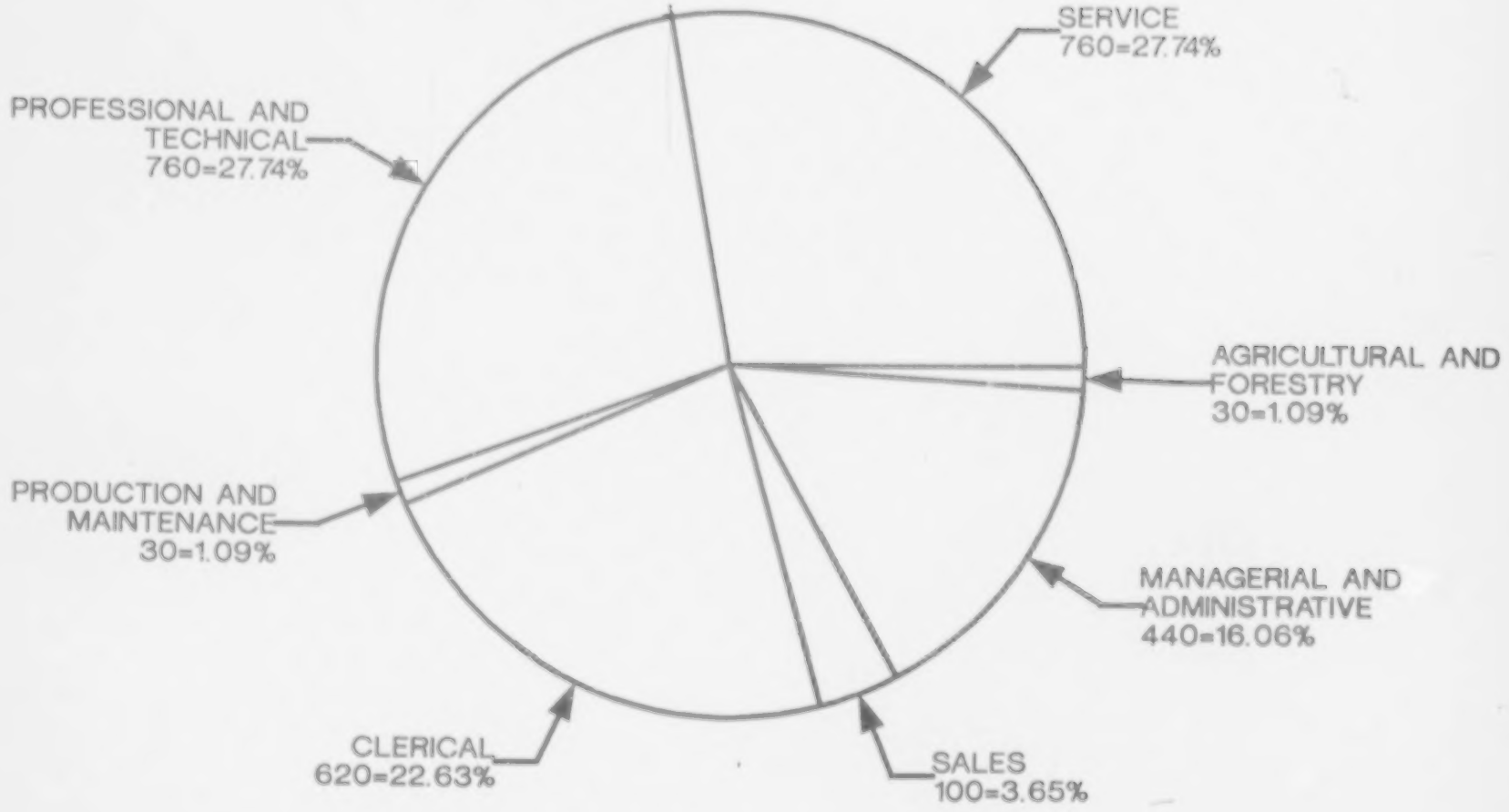
Nine Occupations Most Frequently Reported by Employers

Occupation	Employment	Percent of Units Reporting the Occupation
General Managers and Top Executives	230	51
Secretaries	220	47
Bookkeeping, Accounting, and Auditing Clerks	100	36
Janitors and Cleaners, except Maids and Housekeeping Cleaners	110	36
Financial Managers	80	31
Bartenders	380	28
Receptionists and Information Clerks	60	27
Administrative Services Managers	40	21
General Office Clerks	40	18

183d

FIGURE 40

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 86 EXCEPT 866



MEMBERSHIP ORGANIZATIONS, EXCEPT RELIGIOUS
SIC 86 EXCEPT 866
APRIL 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	2,740	100.00	na	na
Managerial and Administrative Support Occupations	440	16.06	na	na
Financial Managers	80	2.92	22	31
Administrative Services Managers	40	1.46	28	21
Educational Administrators	10	0.36	20	7
General Managers and Top Executives	230	8.39	15	51
All Other Managers and Administrators	80	2.92	na	na
Professional, Paraprofessional, and Technical Occupations	760	27.74	na	na
Accountants and Auditors	10	0.36	46	6
Personnel, Training, and Labor Relations Specialists	320	11.68	17	14
All Other Management Support Workers	20	0.73	na	na
Social Workers, except Medical and Psychiatric	10	0.36	na	4
Recreation Workers	90	3.28	10	13
Lawyers	10	0.36	29	5
Teachers, Preschool and Kindergarten	20	0.73	na	5
Instructors and Coaches, Sports and Physical Training	150	5.47	17	15
All Other Teachers and Instructors	30	1.09	na	na
Writers and Editors	20	0.73	26	8
Public Relations Specialists and Publicity Writers	10	0.36	27	6
All Other Professional, Paraprofessional, and Technical Workers	70	2.55	na	na
Sales and Related Occupations	100	3.65	na	na
First Line Supervisors and Manager/Supervisors, Sales and Related Occupations	10	0.36	36	4
Travel Agents	30	1.09	37	6
Cashiers	10	0.36	na	4
All Other Sales and Related Workers	50	1.82	na	na
Clerical and Administrative Support Occupations	620	22.63	na	na
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	40	1.46	15	16
Teacher Aides and Educational Assistants, Clerical	10	0.36	na	4
Secretaries	220	8.03	12	47
Receptionists and Information Clerks	60	2.19	17	27
Typists	10	0.36	47	6
Bookkeeping, Accounting, and Auditing Clerks	100	3.65	16	36
General Office Clerks	40	1.46	16	18
Data Entry Keyers, except Composing	10	0.36	33	5
Switchboard Operators	10	0.36	12	7
Material Recording, Scheduling, and Distributing Workers	10	0.36	na	na
All Other Clerical and Administrative Support Workers	110	4.01	na	na
Service Occupations	760	27.74	na	na
First Line Supervisors and Manager/Supervisors, Service	10	0.36	na	na
Protective Service Workers	10	0.36	na	na
Bartenders	380	13.87	15	28
Waiters and Waitresses	80	2.92	10	7
Cooks, Restaurant	10	0.36	17	5
Cooks, Institution or Cafeteria	10	0.36	na	5
Food Preparation Workers	30	1.09	24	7
All Other Food Service Workers	20	0.73	na	na
Maids and Housekeeping Cleaners	20	0.73	18	na
Janitors and Cleaners, except Maids and Housekeeping Cleaners	110	4.01	14	36
Child Care Workers	50	1.82	4	11
All Other Service Workers	30	1.09	na	na
Agricultural, Forestry, Fishing, and Related Occupations	30	1.09	na	na
Animal Caretakers, except Farm	30	1.09	47	4

SIC 86 except 866 (continued)

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
Production, Construction, Operating, Maintenance, and Material Handling Occupations	30	1.09	na	na
Maintenance Repairers, General Utility	20	0.73	34	11
Helpers, Laborers, and Material Movers, Hand	10	0.36	na	na

186c

MISCELLANEOUS SERVICES

SIC 89

This major group includes establishments engaged in performing services, not elsewhere classified, such as those rendered by engineers, architects, accountants, artists, lecturers, and writers. This major group also includes noncommercial establishments primarily engaged in educational, scientific, and research activities.

The annual average wage and salary employment in this industry increased by 48.4 percent between 1975 and 1982, or 6.9 percent annually. However, much of that gain was lost between 1982 and 1983 as employment dropped by 16.6 percent. Employment is again experiencing a strong growth trend as it increased by 58.3 percent between 1983 and 1987, or 14.6 percent annually.

In 1987, total wages paid to employees in the miscellaneous services industry totaled $129.0 million. This equates to an average annual wage of $25,112 per worker.

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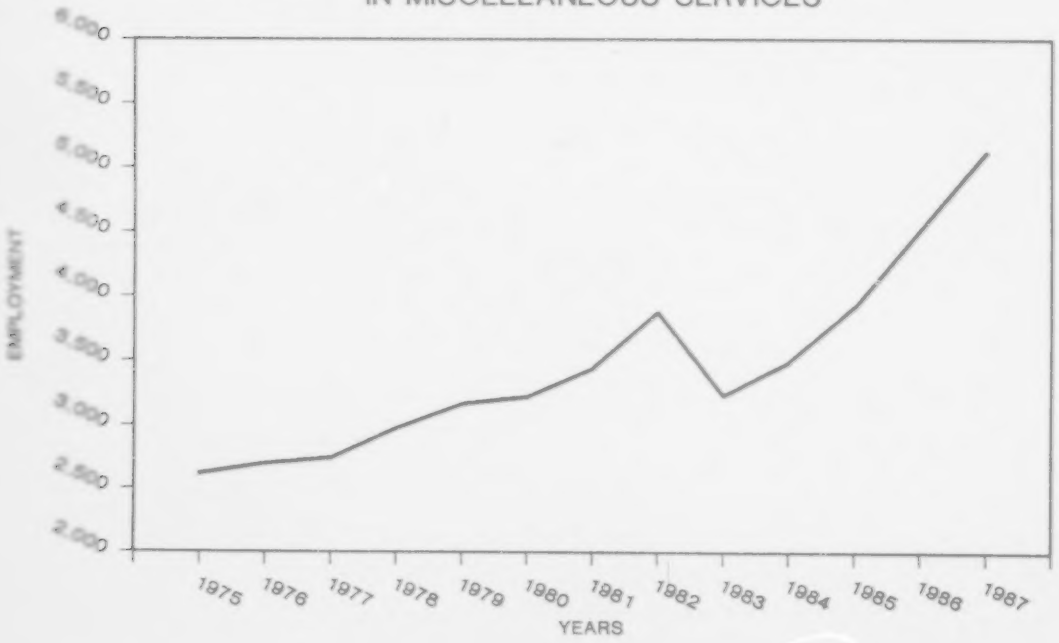
FIGURE 41

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT
IN MISCELLANEOUS SERVICES



Miscellaneous Services
SIC 89
June 1987

Ten Occupations with the Greatest Number of Workers

Occupation	Employment	Percent of Total Employment
Accountants and Auditors	680	13.31
Surveying and Mapping Technicians and Technologists	360	7.05
Secretaries	340	6.65
Civil Engineers, including Traffic	310	6.07
Drafters	280	5.48
Surveying and Mapping Scientists	230	4.50
General Managers and Top Executives	200	3.91
Civil Engineering Technicians and Technologists	190	3.72
Engineering, Mathematical, and Natural Sciences Managers	170	3.33
Bookkeeping, Accounting, and Auditing Clerks	140	2.74
Total	2,900	56.75

Ten Occupations Most Frequently Reported by Employers

Occupation	Employ-ment	Percent of Units Reporting the Occupation
Secretaries	340	61
General Managers and Top Executives	200	48
Bookkeeping, Accounting, and Auditing Clerks	140	41
Drafters	280	39
General Office Clerks	130	35
Accountants and Auditors	680	32
Typists, Word Processing Equipment	110	32
Receptionists and Information Clerks	60	27
Civil Engineers, including Traffic	310	24
Engineering, Mathematical, and Natural Sciences Managers	170	24

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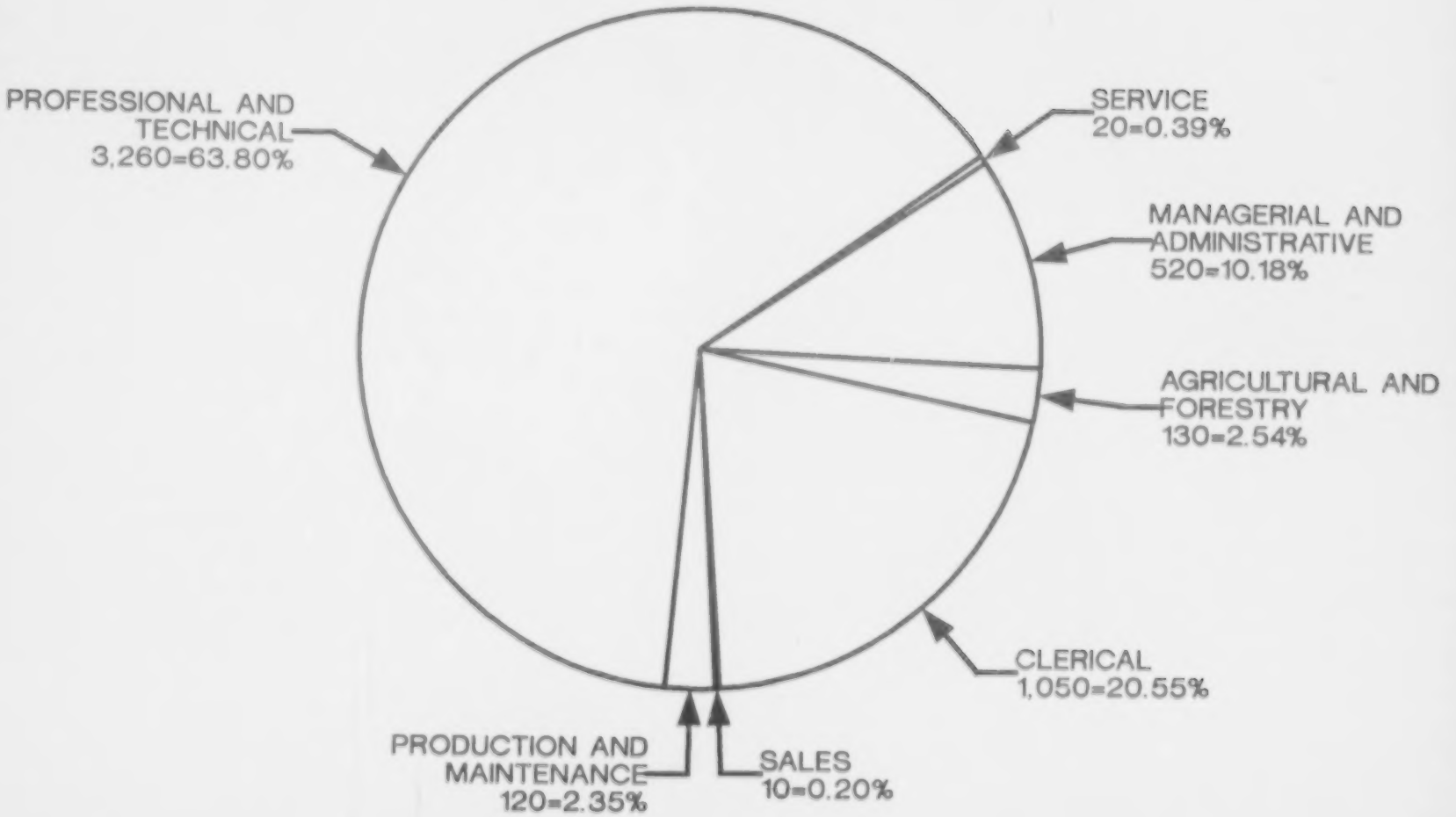
FIGURE 42

ANNUAL AVERAGE WAGE AND SALARY EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORIES IN SIC 89



MISCELLANEOUS SERVICES
SIC 89
JUNE 1987

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
TOTAL ALL OCCUPATIONS	5,110	100.0	na	na
Managerial and Administrative Occupations	520	10.18	na	na
Financial Managers	50	0.98	34	23
Personnel, Training, and Labor Relations Managers	10	0.20	17	4
Marketing, Advertising, and Public Relations Managers	10	0.20	8	8
Administrative Services Managers	50	0.98	50	18
Engineering, Mathematical, and Natural Sciences Managers	170	3.33	24	24
General Managers and Top Executives	200	3.91	17	48
All Other Managers and Administrators	30	0.59	na	na
Professional, Paraprofessional, and Technical Occupations	3,260	63.80	na	na
Tax Preparers	120	2.35	35	13
Accountants and Auditors	680	13.31	9	32
Construction and Building Inspectors	50	0.98	25	4
All Other Management Support Workers	10	0.20	na	na
Civil Engineers, Including Traffic	310	6.07	16	24
Mechanical Engineers	50	0.98	36	13
All Other Engineers	170	3.33	na	na
Architects, except Landscape and Marine	100	1.96	31	17
Surveying and Mapping Scientists	230	4.50	26	18
Civil Engineering Technicians and Technologists	190	3.72	23	20
Mechanical Engineering Technicians and Technologists	20	0.39	42	6
Drafters	280	5.48	13	39
Surveying and Mapping Technicians and Technologists	360	7.05	19	21
All Other Engineering and Related Technicians and Technologists	90	1.76	na	na
Geologists, Geophysicists, and Oceanographers	30	0.59	10	6
All Other Physical Scientists	60	1.17	na	na
Life Scientists	60	1.17	na	na
Physical and Life Science Technicians and Technologists	140	2.74	na	na
Systems Analysts, Electronic Data Processing	10	0.20	22	7
Computer Programmers	50	0.98	28	14
Computer Programmer Aides	10	0.20	16	7
Health Professionals, Paraprofessionals, and Technicians	30	0.59	na	na
Public Relations Specialists and Publicity Writers	10	0.20	22	6
Photographers	10	0.20	30	6
All Other Professional, Paraprofessional, and Technical Workers	190	3.72	na	na
Sales and Related Occupations	10	0.20	na	na
Clerical and Administrative Support Occupations	1,050	20.55	na	na
First Line Supervisors and Manager/Supervisors, Clerical and Administrative Support Occupations	60	1.17	28	15
Secretaries	340	6.65	12	61
Receptionists and Information Clerks	60	1.17	25	27
Typists	30	0.59	49	8
Typists, Word Processing Equipment	110	2.15	18	32
Order Clerks	10	0.20	19	4
Bookkeeping, Accounting, and Auditing Clerks	140	2.74	21	41
Payroll and Timekeeping Clerks	10	0.20	17	6
General Office Clerks	130	2.54	23	35
Data Entry Keyers	60	1.17	27	13
All Other Office Machine Operators	30	0.59	na	na
Switchboard Operators	10	0.20	13	7
Material Recording, Scheduling, and Distributing Workers	20	0.39	na	na
All Other Clerical and Administrative Support Workers	40	0.78	na	na
Service Occupations	20	0.39	na	na
Janitors and Cleaners, except Maids and Housekeeping Cleaners	20	0.39	25	11

SIC 89 (continued)

Occupation	Estimated Employment	% of Total Empl.	Relative Error (%)	% of Units Reporting the Occupation
Agricultural, Forestry, Fishing, and Related Occupations	130	2.54	na	na
Production, Construction, Operating, Maintenance, and Material Handling Occupations	120	2.35	na	na
Maintenance Repairers, General Utility	10	0.20	12	6
Construction and Extractive Workers, except Helpers	10	0.20	na	na
Hand Workers	30	0.59	na	na
Plant and System Occupations	10	0.20	na	na
Transportation and Material Moving Equipment Operators	10	0.20	na	na
Helpers, Laborers, and Material Movers, Hand	50	0.98	na	na

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NOTES ABOUT THE TABLES

Estimated Employment

If only one or two establishments reported a particular occupation, the employment for that occupation is not shown separately, but added to the appropriate "All Other" residual category. The "Total All Occupations" estimate for each industry was based on the second quarter 1987 report of Employment, Wages, and Contributions covered by the Maine Employment Security Law.

Percent of Total Employment

The detail in the column entitled "% of Total Empl." may not add to totals due to rounding.

Relative Error

The relative error was computed only for specific occupations and not for residual categories nor for occupational groupings. If the relative error of an occupation exceeded 50 percent, and the response rate for the industry's total employment was 70 percent or better, the employment for that occupation was added to the residual category that was relevant to it. If the response rate of the industry was less than 70 percent, and the relative error of the occupation in that industry exceeded 35 percent, the employment for that occupation was not published separately, but was added to the residual category that was relevant to it. The relative error relates to the actual estimate before rounding. For an example of how the relative error is applied, see Accuracy of Occupational Employment Data in the METHODOLOGY.

Percent of Establishments Reporting the Occupation

The percent of establishments reporting each occupation could not be readily calculated for groups of occupations, but only for specific occupations.

Abbreviations

na - not applicable
SIC - Standard Industrial Classification, as defined in the 1972 edition of the Standard Industrial Classification Manual, prepared by the Executive Office of the President, Office of Management and Budget, Statistical Policy Division.
Empl. Employment

Industry Coverage

The following industries were included in our survey this year, but are not represented in this publication because this would have violated the confidentiality rule under which the data was collected:

1. Mining, SIC 10 through 14
2. Museums, Art Galleries, and Botanical and Zoological Gardens, SIC 84

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METHODOLOGY

The Sample

The second quarter 1987 report of Employment, Wages, and Contributions covered by the Maine Employment Security Law was used as the sampling frame for the Occupational Employment Statistics (OES) Program's survey of selected nonmanufacturing industries. This frame was stratified by three-digit SICs (Standard Industrial Classification) and by nine employment-size classes. Any unit in these industries with 250 or more employees was included in the sample with ever smaller proportions of firms from the smaller size classes.

The universe for this survey consisted of 6,311 establishments each employing four or more employees, and a total of 118,239 persons (including employment in establishments employing less than four workers). Of these, the survey included 2,189 units, or 34.7 percent of the universe. These sample units employed 59,857 workers, accounting for 50.6 percent of the total universe employment.

The Survey

The survey consisted of an initial mailing and two follow-up mailings to nonrespondents. In addition, many phone calls and personal visits were made to those employers whose responses were critical for valid estimates. Usable responses were received from 1,770 units, or 80.9 percent of the 2,189 sampled units. These usable responses represented 51,106 persons, or 85.4 percent of the total employment in the surveyed units.

The Screening, Editing, and Estimating Procedure

Each completed questionnaire returned was edited and screened both manually and mechanically for consistency and accuracy. The resulting "clean data file" served as the basis for calculating estimates. The "clean" employer questionnaires were separated into seven size groups by industry, the size being determined by the number of persons employed by each. The reported total employment and occupational employment on each form was then multiplied by the weight which had been assigned to it during the sample selection. This data was then tied into the universe employment for the report month of April, May, or June 1987 depending on the industry. These universe, or benchmark, figures came from the second quarter 1987 ES-202 report of Employment, Wages, and Contributions covered by the Maine Employment Security Law. The total weighted survey data by size class, by industry, was divided into the universe data for corresponding size and industry classes. This produced benchmark factors which were applied to the occupational data, thus accounting for any nonresponding units and any new units which emerged after the sample had been drawn. The resulting occupational estimates were summed across size classes to industry totals and rounded to the nearest ten. The percent of occupational distribution for each industry was then calculated.

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Accuracy of Occupational Employment Data

There are two types of errors which affect the accuracy of the estimates published here--sampling and nonsampling errors. Sampling error is a specific arithmetic measure of the precision of an estimate. It is the difference between the estimate computed from the sample data and the result that would be obtained if the same methods were used to collect identical information from the entire population or universe. The relative error entries listed in this report are the sampling errors of each occupation expressed as a percent of that occupational estimate. In other words, relative error means that the chances are two out of three (a 68 percent confidence level) that the results of a comparable full-scale data collection (the universe) using the same survey approach would not differ by more than the percent error shown. The chances are 19 out of 20 (a 95 percent confidence level) that the results would not differ by more than twice the percent error shown. For example, it is estimated in this report that there are 2,580 tellers in the banking industry, with a 6 percent relative error. Thus, at a 68 percent confidence level, it is assured that the results of a full-scale count of tellers in this industry would not differ from this estimate by more than 155 workers (2,580 x .06). At a 95 percent confidence level, the universe count would not differ from the estimate by more than 12 percent of 2,580 or 310 workers.

Nonsampling errors result from external factors in a survey rather than from the fact that a sampling technique was used. Examples of these errors are: response errors, processing errors, computational errors, etc. The possibility of these errors was recognized from the start of the survey and every effort was made to avoid them.

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